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No. 33,910

LONDON, SATURDAY-SUNDAY, MARCH 7-8, 1992

ESTABLISHED 1887

## Pentagon Considers Boarding 2 North Korean Cargo Ships

## Vessels Carry Scuds Bound for Iran and Syria

WASHINGTON - The Bush administration is examining the military option of boarding two North Korean cargo ships that are heading for Iran loaded with Scud-C ballistic missiles for the arsenals of Syria and Iran, according to administration officials.

The boarding option has been discussed in the Pentagon, the State Department and the White House, the officials said to its still under action consideration.

the officials said. It is still under active consideration by President George Bush and his senior national security aides, but no decisions have been made.

The military planning follows State Department criticism of North Korea last month for shipping these missiles, which are still on the high seas aboard two ships, the Dae Hung Ho and the Dae Hung Dan.

Such a boarding would be conducted by U.S. naval warships operating as part of the multipational group. warships operating as part of the multinational group enforcing the UN trade embargo against Iraq, officials

These forces operate under UN authority to query and search vessels suspected of carrying illicit cargo to Iraq. They abide by rules of engagement that allow warship commanders forcibly to detain, search and divert illegal cargos from reaching Iraq.

"We certainly still reserve the right to interdict ship traffic in that area," an administration official said late Thursday, pointing out that thousands of boardings have occurred in the 18 months of the UN

embargo against Iraq. U.S. officials said they bad no authority to seize military cargoes bound for Iran or Syria, but a naval challenge and inspection could be viewed as part of the general interdiction program in the area. Thus, the administration's intent would be to snare the North Korean vessels in the anni-Iraq enforcement program. and once their destination was properly documented

by a boarding party, they would be allowed to

Some administration officials believe that such a step would be a further warning to North Korea. But the disingenuous use of the UN authority is eausing some administration officials to look skepucally at the legality of the option, and at least one official who discussed the elassified contingency planning did so because he considered such a step ill-advised.

One official said he believed that a reason the administration was willing to consider the hearding

administration was willing to consider the boarding option was that Israeli officials are pressing Washington to take decisive action to staneh the flow of advanced weapons to Syria. Israeli's intelligence services first detected the North Korean missile cargo and predicted its delivery at the Iranian port of Ban-

The Scud-C is an improved version of the Sovietmade Scud-B missile, which was used extensively by fran and fraq in their "war of the cities" from 1985 to

Iraq also fired Scud-B missiles at Israel, Saudi Arabia and Bahrain in the Gulf War last year. The Scud-C has a range of about 500 kilometers (300 miles). An improved guidance system gives it the ability to deliver a conventional high-explosive war-

head more accurately.

Syria's armed forces are already equipped with a number of surface-to-surface ballistic missiles whose range would allow strikes against Israeli cities. But Israeli officials are concerned that the Scud-C will further enhance Syria's ability to target population centers from more distant and well-defended launch-

ing points.

"There comes a day after you announce that you mean business about something that you have to send See MISSILES, Page 5



READY FOR RAMADAN — An overflow crowd praying Friday on the stairs at New Delhi's largest mosque, the Jama Masjid, as the beginning of the holy month of Ramadan approached. Muslims fast from dawn to dusk throughout Ramadan, the ninth month of the Muslim year. It begins on different days in different countries depending on when the new moon is visible.

# Unemployment **Rises to 7.3%** In U.S. Despite **Increase in Jobs**

By Lawrence Malkin nonal Herald Inbune

NEW YORK - The U.S. economy started creating new jobs again last month, but a welter of statistical adjustments helped temper the good news on Friday, confounding financial markets and disappointing President George Bush's reelection campaign.

The most economically significant figure was the report by the Labor Department that the total number of employees on business payrolls increased by 164,000 in February, far more than expected and the higgest jump since May 1990. However, changes wrought by the recession in the structure of the retail trade made the figure misleadingly high.
The politically significant statis-

ne was the unemployment rate, which rose to 7.3 percent, the highest since January 1985. This figure is derived from a census of workers. and when they hear of even a slight increase in hiring, more of them say they are looking for jobs. This reply removes them from the category of discouraged workers and puts them back in the labor force, thus raising the number of unemployed, in this case by 315,000 to 9.24 million.

If the country's many discouraged workers were counted, some economists say the unemployment rate might be a high as 10 percent. In addition, 6.2 million are working only part-time because they cannot find full-time work. Torie Clark, the Bush campaign

spokeswoman traveling with the president in Oklahoma, said the unemployment figure "makes things very tough" for the cam-

paign.
In Washington two leading Senate Democrats, the former vice

**U.S.** Jobless Rate Rises Unemployment rate, percent J FMAMJJA SONDJ F

presidential nominee Lloyd Bentsen of Texas and Paul Sarbanes of Maryland, seized on the figures and said they showed that economic recovery was still far off.

Source U.S. Bureau of Labor Statistics

Wall Street well understood the White House's dilemma about the unemployment rate. "Mr. Bush will have a tough time explaining it. said Kevin Flanagan, a bond analyst at Dean Witter, "Mr. and Mrs. America in Topeka, Kansas, couldn't care less about nonfarm payroll data."

But most economists and investors did, although some initial confusion between the rise in nonfarm jobs and the higher unemployment rate caused losses in currency and bond markets. Then the dollar rebounded and the prices of both Treasury and corporate bonds climbed in steady trading. The Dow Jones industrial average

See JOBLESS, Page 12

## At Cut Rate, Washington Hires 116 Russians for Fusion Work

By William J. Broad New York Times Service NEW YORK — The U.S. government is hiring more than 100 scientists from Russia to help America harness the vast energy of

Russia pioneered in the area, in which powerful magnetic fields are used to try to tame the kind of thermonuclear fire that lights the

It is the first known case in which the government has tapped Russia's scientific talent, although pri-

vate industry has already done so. Russian scientists can now be hired for a pittance by Western standards. In a one-year contract worth \$90,000, the United States will buy the services of 116 Russian scientists. This amount comes to only \$65 a month per scientist, but it equals 6,500 rubles a month, or more than seven times the unofficial national average monthly wage

of 900 rubles. The fusion research is to be done by scientists at the Kurchatov Institute of Atomie Energy in Mos-

known as a Tokamak, and the findings are to be sent to the United States. The work is sponsored by the U.S. Energy Department, which finances similar research in the United States.

"This will advance the U.S. program at a cost that is very modest," said N. Anne Davies, head of fusion research at the department.
The Russians invented the Toka-

mak reactor and have huilt a number of the giant machines at the Kurchatov Institute. A Tokamak, whose name is de-

rived from the Russian acronym for a toroidal, or doughnut-shaped, magnetic chamber, uses magnetic fields to "bottle" extremely bot thermonuclear reactions. This type of reactor is principally being used by scientists around the world in trying to achieve fusion.

The goal is to fashion machines,

sometime in the 21st century, that would produce a new kind of nuclear energy that is cheap, clean and virtually inexhaustible.

The U.S. government sees the Russian research as inherently peaceful and apparently has no

qualms about aiding it. In contrast, the Bush administration has quietly blocked the purchase of missiles, rocket engines, space reactors and other aerospace goods from the former Soviet Union in an attempt to cripple the Russian military complex so that it poses no future threat to the United States.

The fusion deal is also different from the recent effort to redirect Russian nuclear bomb designers. The administration has pledged \$25 million to belp establish an institute to keep them occupied with peaceful scientific work.

In contrast, the fusion initiative is an attempt, at least in part, to sample the cream of Russian scicocc and technology.

The contract will buy the equiva-

lent of millions of dollars' worth of fusion researeb in the United States, said Dr. Thomas C. Simonen, director of Tokamak programs at General Atomics, a private company in San Diego that will direct the Russian work. Fusion produces energy by fus-

See FUSION, Page 5

## U.S. Lets Ex-Soviets In on Modern Communications

has reached tentative agreement with Europe and Japan to loosen international controls on exports of advanced telecommunications

equipment to the former Soviet republics, administration officials said. The pact represents a basic shift in Ameri-

can policy toward the republics. The officials said the products covered by the agreement included high-quality fiberoptic cables, which can used for long-distance telephone calls and computer data transmissions. The Pentagon and American

strengthen the economies of the republics and lay a strong base for American business activity there, an official said.

Because of the tension between economic concerns and military security, telecommunications exports are among the most bitterly fought export-control issues within the Bush administration and among Western

industrialized countries. The stakes are high: Allowing access to a multibillion-dollar market risks improving the military capabilities of the 12 republics in

Baltic republics are already legal.

The agreement, reached on Thursday, would not cover China and North Korea officials said.

Britain, Canada, France, Japan, Germany, Italy, the Netherlands and the United States all subscribed to the tentative agreement at a secret meeting in Paris. The accord was reached by senior negotiators, and it left unresolved some technical details still to be worked out by experts in communications

By Keith Bradsber intelligence agencies have long opposed such sales.

WASHINGTON — The United States

To take effect, the pact needs the endorsements of intelligence agencies have long opposed such and, through the resale of equipment, risk ments of nine other member countries of the aiding potential U.S. adversaries. Sales to the aiding potential U.S. adversaries. Sales to the aiding potential U.S. adversaries. Sales to the aiding potential U.S. adversaries. Multilateral Export Controls, known as Cocom.

> The committee is to meet this summer. and the endorsements should not be a significant obstacle because not one of the countries is a major exporter of telecommunications equipment, an official said.

Still, the accord Thursday may not go far enough to persuade Western telephone companies to begin investing in the former Soviet

See TELEPHONE, Page 13

### Kiosk

## Major and Bush Firm on Iraq

LONDON (Reuters) Prime Minister John Major and President George Bush agreed Friday that they would use whatever means necessary to force Iraq to comply with UN resolutions on weapons

destruction. A British official said the two leaders spoke by tele-phone and were united in their view" that President Saddam Hussein must comply with the resolutions.

### Computer Bug Flops

Personal computer users reported only seattered out-breaks Friday of the Michelangelo virus and no widespread damage. About 10,000 PCs were hit. (Page 11)

Italy's glamorous fashion names are taking back control at the retail level. Pages 6-7.

Special Report

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ROYAL BIRTHDAY - Nagako, widow of Emperor Hirohito of Japan, celebrated 89 years Friday.

# An American Rx for Postsurgery Pain

By Boyce Rensberger Washington Past Service

WASHINGTON - Millions of people who have surgery or who sustain serious wounds suffer needlessly from prolonged, severe pain, according to federal health officials, often because doctors and nurses administer inadequate doses of pain killers out of an unjustified fear of causing addiction.

An expert panel convened by the government's newly created Agenguidelines Thursday intended to encourage health care workers and their patients to be more aggressive in fighting pain.

Following the guidelines, the group said, would not only relieve suffering, but would speed recovery and reduce the length of hospital stays, resulting in substantial

up the guidelines, Ada Jacox of Johns Hopkins University, said the conventional dose of pain medication given after surgery is less than half the amount needed to achieve proper pain control.

The panelists, who were joined at a news conference by leaders of the American Medical Association and other professional groups, said patients often were denied adequate As an example of the problem, a doses of pain killers because many

cy for Health Care Policy and Re-co-chairman of the panel that drew health care workers believe in cersearch issued a set of national up the guidelines, Ada Jacox of tain "myths."

One of the most pervasive myths, they said, was that powerful drugs such as morphine pose a significant risk of addiction. Other myths, they said, hold that infants and the elderly have higher pain tolerance, that pain is necessary and builds character and that pain in itself is not harmful

The new guidelines are being dis-See PAIN, Page 5

## Azerbaijan Chief Quits, Ending 'Torment'

By Michael Dobbs

Washington Past Service
MOSCOW — President Ayaz N. Mutalibov of Azerbaijan bowed to opposition demands for his resignation Friday following a serious reversal suffered by his republic in its territorial dispute with neighboring Armenia.

"For two days, we have been tormenting each other. More accu-rately I have been tormenting you," the exhausted-looking former Communist Party chief told Azer-baijani legislators. "Therefore, I have decided to resign." The legislators have been be-

Baku. Mr. Mutalibov, 53, who was elected president of Azerbaijan in September with 80 percent of the vote, is the second leader of a former Soviet republic to be forced

out of office since the Soviet Union much of the former Soviet Union. collapsed last December. The nationalist president of the neighboring republic of Georgia, Zviad K.

The Armenian-Azerbaijani fighting frustrates Turkey's hopes for

the region. Page 5. January after an armed insurrection by opposition groups who ac-cused him of behaving like a dieta-

Both Mr. Mutalibov and Mr.

pendence were off, exposing the

shallow roots of democracy over

Gamsakhurdia were victims of their own bungled attempts to ma-nipulate nationalist feeling to their sieged by demonstrators inside the own political advantage following parliament building in the capital, the collapse of the old Communist order. The facade of overwhelming popular support for their policies crumbled as the euphoria of inde-

ignation could lead to a flare-up in the four-year-old undeclared war Gamsakhurdia, fled his capital in over Nagorno-Karabakh, a mountainous enclave inhabited largely by Armenians but administratively part of Azerbaijan. Opposition groups accused the president of not doing enough to defend the Azer-

> News agencies reported that Azerbaijani military units have launebed a major attack over the past two days on Armenian settlements in the enclave. Street battles were reported to bave broken out in the town of Askeran, which has a population of about 15,000 Armenians, following an attack by some 1,500 heavily armed Azerbaijanis. Azerbaijani militiamen bave

sworn to avenge what they say was

baijani minority m Nagorno-Kara-

a massacre carried out by Arme-Russian political commentators nian forces last week in the town of Khojoly, one of the largest Azerpredicted that Mr. Mutalibov's resbaijani settlements in Nagorno-Karahakh. Videotape of dozens of bodies of Azerbaijani civilians, ineluding women and children, touched off a surge of public anger in Azerbaijan.

Mr. Mutalibov rose to power in Azerbaijan following the suppression by Soviet Army troops of opposition protests in Baku and other cities in January 1990, as a result of which 131 people were killed. An Azerbaijani parliamentary

commission later concluded that the Kremlin had ehosen Azerbaijan as a testing ground for the crushing of an independence movement through the massive use of force. A skillful politician, Mr. Mutaliboy succeeded in making people

See RESIGN, Page 5

## Tokyo Seeks to Loosen Old School Ties

By David E. Sanger .Vew York Times Service

TOKYO - A few weeks ago, Prime Minister Kiichi Miyazawa, who graduated from the University of Tokyo in 1941, turned to his chief aide, Koichi Kato, who graduated from the same university in 1964, and declared that a nagging problem with the Japanese government bad gotten out of control: Too many of the country's powerful bureaucrats emerged from the same school.

So a few days ago, Mr. Miyazawa's cabinet issued what passes for Japan's first affirmative action program, one intended to diversify — within carefully prescribed limits — the country's ruling class.

Over the next five years, Mr. Miyazawa's government declared, no more than 50 percent of the recruits for Japan's top government jobs can come from the university, which is known

After all, Mr. Miyazawa said, "a healthy society has a variety of values," and it would be foolhardy for a country in desperate need of some innovative ideas in the 21st century to entrust its future entirely to leaders who all sat through the same lectures, passed the same tests, and drank at the same watering boles. Or would it? After listening politely and

nodding in seeming agreement, the senior offi-cials of the ministries that keep this country plowing ahead despite perpetual political scandals were widely and anonymously quoted in the nation's biggest newspapers, asking who this Miyazawa fellow thought was running Japan, anyway. "It won't be easy," Kazuya Taguchi, the assistant director of the personnel division of

the prime minister's office and a 1980 graduate of Todai, said with some resignation the other day when a visitor inquired how he would begin to implement the new rules. "Can you imagine wanting to be a bureaucrat

and going to Waseda?" he said, naming one of Japan's most exclusive private universities. "Unthinkable."

Ever since the Emperor Meiji created Tokyo Imperial University a century ago, the university, and particularly its law faculty, has been the hreeding ground of Japan's governmental and business leadership. Todai graduates plotted Japan's strategy in autos and computer chips. They set foreign policy and industrial policy. rising in lockstep with their "class" on rungs of the government ladder. And despite a lot of loose talk about how quickly Japan is changing,

the Todai tradition seems in little danger. Of the 24 new graduates who survived this

year's grueling competition for a spot on the "elite track" of the Ministry of Finance. 22 of them are Todai graduates. So are 59 percent of those accepted for the fast-track at the Education Ministry, the Telecommunications Ministry, the Trade Ministry and other centers of

For the record, 14,836 students took the test for the elite track last year, and 508 passed, more than half of them Todai graduates. Of those, 310 accepted government posts; the others, presumably, were lured away by higher salaries in industry.

"The first thing that people know about you when you enter a ministry is whether you went to Todai or not." said a young Foreign Ministry official. And if you graduated from someplace else, he said. "in a lot of ministries there are many jobs you can forget about."

For years social critics here have complained about this system, finding it at the root of some of Japan's worst ills. Mr. Kato seemed to echo those complaints at a news conference the other day, saying that "the concentration of University of Tokyo graduates in government ministries is a symbol of the academic-oriented society that has spawned the 'exam hell' pbenomenon.

See JAPAN, Page 5

By Blaine Harden

Washington Post Service SOFIA - "America Backs Bulgaria," newspaper of the governing political party. The headline, over a report of a speech by Deputy Secretary of State Lawrence S.

Eagleburger, reflected Bulgaria's march from Communist pariah to respected member of the international community.

Referring to a nation that is widely sus-John Paul II, whose spies killed at least one disloyal citizen with a poison-upped umbrella and whose leaders prided themselves on their close ties to hard-liners in Moscow, the No. 2 official at the U.S. State Department said "the Bulgarian revolution has traveled the furthest distance" of any in Eastern Europe.

Mr. Lagleburger told a conference of potential American investors in Washington on Wednesday that two years of "amazing changes" have allowed Bulgaria, the first rank of post-Communist demo-

"It is oo exaggeration to say that Bulgaris under democracy has not only overcome in Dimitrov, who this week is visiting the

By David Hoffman

State James A. Baker 3d has pri-

vately criticized Palestinian negori-

ators at the Middle East peace talks

for "posturing" and urged them to

focus more on negotiating specific

proposals with Israel than on their

broader goal of establishing an in-

dependent state, according to ad-

with the Palestinians during a

meeting in his office this week at

the conclusion of the fourth round

of talks. A senior State Department

official on Thursday outlined Mr.

down to substantive negotiations,

the official singled out the Palestin-

are more focused on the media than

on the negotiations," the official

said. "The Palestinians need to do

more negotiating than posturing.

In our view, they ought to have

experts present their views as the

Haidar Abdel-Shafi, leader of

"This is not true at all, and the

the Palestinian delegation, rejected

record is straight," he said Thurs-

lay. Nabell Shaath, a political adviser

to Yasser Arafat, the chairman of

the Palestine Liberation Organiza-

tion, said the Palestinians have out

a detailed plan for elections and

demanded that Israel stop settle-

ments in the occupied territories in

order to qualify for \$10 billion in

U.S. loan guarantees. His latest

seemed designed, in part, to show

complaints to the Palestinians Sidon.

more on the kinds of details out- of the PLO.

Senior U.S. officials said that tional clashes since Palestinians Mr. Baker believes the Palestinians, from the West Bank and Gaza

having presented a maximum Strip joined Israel in peace negotia-opening position, should now focus tions last fall with the endorsement

Last week, Mr. Baker publicly

other measures on the table.

Israelis did in this round."

While urging all sides to get

"It seems that the Palestinians

Mr. Baker expressed frustration

ministration officials.

Baker's concerns.

Washington Post Service

WASHINGTON -- Secretary of

**Baker Criticizes** 

Palestinian Stance

the legacy of communism, it is in the process of overcoming the legacy of history."

Mr. Eagleburger said. The best-kept se
United States, has yet to pass into law er whisky and Panasonic electronic goods.

It took cautious Bulgarian voters more blocks of a post-Communist society, such than two years—as well as two nationwide crowed the headline in Democratsia, the cret in central and Eastern Europe will be a

secret no more." Here, where 8.5 million Bulgarians have been forced to wean themselves of neartotal dependence on the former Soviet

#### **NEWS ANALYSIS**

pected of having plotted to murder Pope Union and where electricity cuts have kept them intermittently in the dark through two cold winters, the speech was greeted as an act of deliverance.

> "We deserve such praise because we did a lot of courageous things," said Mariana Todorova, an economic adviser to President Zhelvu Zhelev.

Bulgaria has, indeed, stood Stalinist tradition on its head. But, Mr. Eagleburger's speech notwithstanding, the country has performed this shock therapy in slow mo-

despite a bleak history of misrule, to join
Poland, Hungary and Czechoslovakia in
Eastern Europe, in large measure because the first rank of post-Communist demo-cratic states committed to capitalist that were making headlines in Poland two

The government of Prime Minister Phil-

lined in an Israeli proposal for

greater autonomy in day-to-day af-

the talks that ended this week, envi-

sioned giving Palestinians greater

control over such areas as educa-

tioo and taxes but did not include

any self-governing anthority.

The Palestinians harshly criti-

cized the proposal for this lack of

political authority. The Palesunian

proposal envisions internationally

supervised elections this year and

calls for the creation of a legislature

and other institutions, such as po-

lice. The Israeli delegation reacted

negatively, saying the plan was the

framework for an independent Pal-

The talks ended with the Israeli

and Palestinian negotiators ex-

changing proposals, but there was

little progress on other fronts and

Insan A. Hijazi of The New York Times reported earlier from Beirus:

with Israel Palestinians in Leba-

non have been urged by a PLO official to halt factional strife and

to stop turning their weapons on

rocked camps where tens of thou-

sands of refugees live.

one another. A wave of killings has

"Let's save our blood and bullets

for fighting the Israeli enemy," said

Zaid Wehbeh, the local representa-

tive of Mr. Arafat, He was speaking

Thursday at the Ain el Helweh ref-

ugee camp in the city of Sidon, 40

The five refugee camps in Sidon

Sharply divided over peace talks

no date set for resumption.

■ End Strife, PLO Urges

estinian state.

The Israeli proposal, outlined in

fairs of the occupied territories.

as laws on privatization of state enterprises

Mr. Dimitrov's government says passage of these laws, drafts of which are before the of whom had benefited from Communist Bulgarian legislature, is just a few weeks social programs, were particularly relucaway. He said in Washington on Thursday tant to do so. that conditions will soon be optimal for

"Money can be made in Bulgaria, a country with steady and stable democracy Monetary Fund, which are impatient with right at the place that connects Europe Bulgaria. with Asia," he said.

much has been accomplished" as far as

ment and many Poles are reluctant to allow of change. Western investors to huy up the country on

Bulgarians, who have had a wholly non-Communist leadership for less than a halfyear, do not yet have a major foreign investor to welcome or to resent.

were being erected in the capital's central

free elections - before they decided to vote the Communists out of power.

Elderly voters in the countryside, many

The scars of communism, however, do not seem to affect the loan calculations of the World Bank and the International

ith Asia;" he said.

"The changes are not big and fast enough and have to continue," the IMF delegation leader, Anul Singh, said here ast week

John Wilton, a World Bank official, said moved at such a dizzying pace that the that Bulgaria, unlike other East European country is now on its third elected govern-countries, agrees completely on all points

> "The problem is it takes too long," Mr. Wilton said. "We've agreed that smallscale privatization will start and that before the end of 1991; many private farms will be set up. None of it was done."

> Mr. Wilton warned that Bulgaria would have to pick up the pace before the World Bank will come through with its second

Mr. Dimitrov will be holding talks with World Bank and IMF officials in Washington next week. He also met with President engineers arrived in Kozlu on Friday to help put out an underground fire that forced a halt in rescue operations, effectively condemning 147 George Bush on Tnesday.

In the Balkans, since the fall of communism, it is a rare nation than has the luxury of debating the niceties of economic change. In this part of Europe, with the passing of Communist enforcers, there are ethnic scores to settle.

Yet, as Mr. Eagleburger said in his speech, Bulgaria has been unexpectedly blessed with leaders who seem immune to a egional epidemic of hatred.

Mr. Eagleburger compared war-ravaged Yugoslavia, which he said was "mired in the hatreds of the past and sliding further into the past," to Bulgaria, which has cemented friendly ties to historic enemies such as Greece and Turkey. The Turkish minority in Bulgaria has won a powerful oce in parliament.

He said that Bulgaria, against all histori-cal precedent "is transcending those ha-treds and is thus poised to move forward into a totally different and far better kind

"It deserves the fullest support from the international financial institutions and integration into the Western family of na-

#### Pacific affairs, said after returning from Vietnam and Laos. He said the searches would concentrate on the priority cases in which the individual was still alive when last seen. The two sides hope to resolve as many of the nearly 2,300 cases of

Americans listed as missing in action or prisoners of war before the two-

U.S. official said Friday.

Much of the searching will be cooducted during the next 10 months.

Richard H. Solomon, assistant secretary of state for East Asian and

WORLD BRIEFS

KOZLU, Turkey (Combined Dispatches) - A team of German mine

Ozer Olcer, the head of the state-owned Coal Enterprise, said Friday

that 265 miners had died in the coal mine disaster, which is Turkey's

worst. Turkish officials have given varying counts of the number of dead

and missing after the methane gas explosion Tuesday. But Mr. Olcer said Friday that 118 bodies instead of 122 had been recovered and that 147

"It's an especially big fire that doesn't happen very often," said Walter Hermulheim, leader of the group of engineers from Germany's Essen Mine Rescue Station. A mine company official said nine pit entrances

U.S.-Vietnam Pact on MIA Searches

BANGKOK (AFP) - Vietnam has agreed to press the search for U.S.

servicemen missing from the Vietnam War under a two-year plan that

will escalate joint searches and concentrate on 135 priority cases, a sensor

miners trapped deep underground were also dead.

were being closed off at the surface.

Turkey Seals Mine, Interring 147

trapped workers to death.

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المناسخة عال

Brown Urges Troop Cut in Europe

Edmund G. (Jerry) Brown Jr., the former California governor and a Democratic candidate for president, says that if he were elected president he would practically eliminate U.S. troops in Europe,

Other Democratic hopefuls also want sharp cutbacks from the current level in Europe of 300,000. Governor Bill Clinton of Arkansas said that "far fewer" troops were needed, but he held out the possibility of using U.S. personnel in an international force to

Paul E. Tsongas, the former Massachusetts governor, said that 50,000 to 90,000 troops were necessary to keep the U.S. commitment to the North Atlantic Treaty Organization. Senator Tom Harkin of Iowa said that NATO could be phased out as a military factor, with

cutting them to 1,000 on "an exchange program."

restore order in Yugoslavia.

only 20,000 U.S. troops remaining.

President George Bush proposes halving U.S. troops in Europe to

### U.S. Gives Pakistan Arms Loophole WASHINGTON (LAT) — Despite a government ban on military sales to Pakistan, the Bush administration quietly has permitted the Pakistani

armed forces to buy American-made arms from commercial companies for the last year and a half, according to administration officials and

Among the military items licensed for sale to Pakistan are spare parts for F-16 fighters, which form the oucleus of Islamabad's air force, administration officials confirmed.

The administration permitted the sales despite a 1985 law, which said that "no military equipment or technology shall be sold or transferred to Pakistan," unless the president certifies to Congress that "Pakistan does not possess a nuclear explosive device."

### Ghana Sets Civilian Rule for Jan. 7

ACCRA, Ghana (Renters) - Ghana's provisional government, in power for 11 years, has set out the timetable for a return to civilian rule by

In a broadcast Thursday night, the head of state, Flight Lieutenant Jerry J. Rawlings, said the process would start April 28 with a referendum on a new constitution, whose final draft will be completed by March 30. Lieutenant Rawlings, 44, who took power in a coup in 1981, also set presidential elections for Nov. 3 and parliamentary voting for Dec. 8.

### TRAVEL UPDATE

#### urgent problems as the budget defi-**American Airlines Gets Top Ratings** cit and Belgium's public debt, currently the biggest in Western Eu-

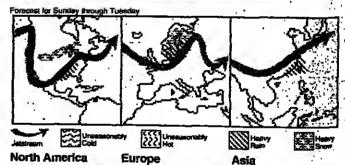
WASHINGTON (AP) — American Airlines turned in the highest-quality performance of U.S airlines while three others with serious financial troubles ranked last, according to an aviation research institute. rope in terms of gross national product. But his program contains Southwest Airlines nudged past two industry giants, Delta and United, for second place in airline quality as rated by the Wichita State University National Institute for Aviation Research. Trans World Airlines, which in last place.

Using a variety of government and public data, the institute compiled the ratings based on many factors, including on-time performance, accidents, customer service, the age of each airline's fleet, lost and hishandled baggage, overbookings and financial stability.

France and Germany negotiated an agreement Friday that they hope will be signed in May to extend France's high-speed train to Frankfurt and Munich. France is studying the cost of extending the TGV, or Train à Grande Visesse, through northeastern France to the German border. A result of the study is due in the spring.

(AP)

### The Weather



and bankruptcy.

foreign investors.

foreign investment is concerned. In Poland, democratic change has

the cheap.

business square to advertise Johnny Walk- \$100 million in loans.

This week, for the first time, neon signs

tions," he added.



GREETINGS - A Turkish worker kissing the hand of Mikhail S. Gorbachev on Friday in Munich. The former Soviet president,

something of an image problem.

He has said he wants a smaller

## who with his wife, Raisa, left, is on a visit to Germany, was in the Bavarian capital for talks with the finance minister, Theo Waigel.

## Martens Protégé to Form New Belgian Coalition

Compiled by Our Staff From Dispatches BRUSSELS - Belgium's main center-left political parties agreed late Friday to form a new government headed by a Flemish Christian Democrat, Jean-Luc Dehaene.

Baudowin, king of the Belgians, kilometers (25 miles) south of Beiis expected to approve the proposed cabinet list. A similar appeal had been made by Shafik Hout, head of the PLO "There has been an agreement and there will be an appointment with the king probably before midoffice in Beirut, during a visit to Palestinian camps in Tyre, south of

night," a spokeswoman for Mr. Dehaene said. "Dehaene will be prime The announcement ended uncertainty sparked by the Nov. 24 elec-

tion setback to the center-left coali-

tion headed by Wilfried Martens,

Europe's longest-serving prime

tègé of Mr. Martens. The new coalition, Belgium's

made up of the same four parties - certain to take the top job this time. Socialists and Christian Democrats linguistic divide - that formed the previous government.

Bickering between Dutch-speak-Wallonia brought down that coalition, as it has so many others, and led to a huge protest vote in Noronmentalists and extreme-right

Although it is theoretically possi-ble that Mr. Dehacne could form a cabinet and propose someone else

to lead it - as be did in 1988 when that, despite his enthusiasm for Mr. Martens continued in office - soccer and his homespun Flemish his spokeswoman and other pobti- conservatism. Mr. Dehaene has 35th since World War II; will be cal sources said Mr. Dehaene was

That will mean that Mr. Mar- cabinet to be able to tackle such from both sides of the country's tens, who has headed a virtually paralyzed caretaker administration since the elections, will finally step down. Also a Flemish Christian ing Flanders and francophone Democrat Mr. Martens held the job for nearly 12 years with one no details of bow this will be done. minor interruption.

Mr. Dehaene, who served as dep- the 212 legislative seats. But it must

The government will have 120 of

cations minister in the previous government, is a masterful fixer July to push through promised conwho has flourished in the shadowy world of Belgian politics.

But even his supporters admit the previous parties for a two-thirds majority by July to push through promised constitutional changes devolving more power to the governments of Flanders and Wallonia. (Reuters, AFP)

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## Vance Confident on UN Deployment As He Winds Up Yugoslav Mission

BELGRADE - Cyrus R. Vance concluded his latest UN mediating mission here Friday and said he remained confident that the United Nations could proceed with its plans to deploy a 14,400-member peacekeeping force, despite ethnic tensions in the republic of Bosnia-Herzegovina and the threat they could pose to the United Nations' task of enforcing the cease-fire in neighboring Croatia.

Mr. Vance's three-day trip preceded the arrival here of Lieutenant General Satish Nambiar, the Indian or Lieutenant General Satish Nambiar, the Indian commander of the peacekeeping force, who is expected in Belgrade on Sunday. The general will be accompanied by about 30 field commanders and civilians. UN officials have said that they will be followed within days by a initial party of about 240 troops. In mid-March, after reconnaissance of the areas of Control of the said of t

Croatia to be patrolled by the UN units, about 400 soldiers will begin arriving daily, with the full force of 12 infantry battalions, police units and civilian monitors, drawn from 30 countries, expected to be deployed by mid-April. Mr. Vance's visit was his sixth here since October,

and in some ways the most critical, since it offered the former U.S. secretary of state what is likely to be the last opportunity to review the situation facing the UN troops before deployments begin.

Mr. Vance is acting as a special envoy of the UN secretary-general, Butros Butros Ghali. He has made no secret of the fact that be and Mr. Butros Ghali quent econom consider the plan to send UN troops here one of the

peacekeeping forces were sent to the former Belgian Congo in the early 1960s. That operation pitched the UN troops into the middle of a bitter African war.
The key to Mr. Vance's trip was his visit on Thurs-

day to Sarajevo, the capital of the ethnically mixed Bosnia-Herzegovina, which has been the scene of growing ethnic tensions after an independence referendum last weekend.

The Serbian minority in the republic boycotted the referendum, leaving the voting to Muslims and Croats, who overwhelmingly approved independence. But the vote was accompanied and followed by armed clashes and bomb blasts in which several people were reported to have died. Serbian leaders have warned that civil war could hreak out. For UN officials, the tensions in Bosnia-Herzegovi-na posed a double threat. Sarajevo will be the head-quarters for the UN force, and trouble there could

seriously disrupt the peacekeeping operation. Fighting among the republic's ethnic groups would also risk reigniting the war in Croatia, on the republic's northern border, where Serbs and Croats battled each other for seven months until a truce took effect on Jan. 3. Before leaving Belgrade on Friday for Zagreb, where be met with the Croatian leader, President Franjo Tudjman, Mr. Vance said be was encoirraged by a peace march of about 60,000 people in Sarajevo that coincided with his visit there. He said it indicated

popular discontent with the ethnic violence and consequent economie chaos in Bosnia-Herzegovina, Serbia

## Deng Vows No Reprisals, **Urges Exiles to Return**

BEIJING — China's senior leader, Deng Xiaoping, has urged all exiled Chinese, whatever their political views, to come home and promised no reprisals, Chinese sources said Friday. All Chinese who have gone overseas are welcome to return home

as saying.

"no matter what their political

views and what views they have expressed in the past," a source

close to the party quoted Mr. Deng

#### hutions that Chinese who had lived ahroad could make to his economic programs intended to replace rigid

Dozens of students and dissident intellectuals have fled since the government used tanks and troops to crush student-led democracy demonstrations in Beijing in June Mr. Deng promised that jobs

central planning with a market-ori-

ented system.

would be found for all those who returned and they would be given appropriate welfare care, said the in his first major speech to be source. Only if the exiles returned distributed to Communist Party to China would they be able to members for more than two years. make the most of their abilioes, Mr. Deng emphasized the contri- Mr. Deng was quoted as saying.

## Irish Rape Case: Girl Has Abortion

DUBLIN — The 14-year-old Irish girl who says she was raped by a Iriend's father has had an abortion in England, police sources said

Samples of amniotic fluid were taken during the operation for use in prosecuting the case that has divided Roman Catholic Ireland. Blood samples have also been taken from the family friend accused of the rape, and results of the two genetic "fingerprinting" tests were expected within five weeks.

An international furor crupted when a Dublin court originally banned the girl from going to Brit-ain for an abortion. The Supreme

services installed to assure the bi-

cultural character of the burgeon-

ing capital. From 1971 to 1981, 46

percent of all new jobs created on

the Quebec side were in the federal

public service.
This is where the two cultures

come together. Even if Quebec

doesn't separate, there will have to

be a rationalizing of the duplica-

Mrs. Pigott said, referring to the

insistence of even staunch federal-

ists that Canada's 1982 constitu-

oon be changed to transfer many federal responsibilities to the coun-

Currently, the capital region's population is more than 800,000.

including about 200,000 on the On-tario side and 600,000 on the Que-

bec side. About 100,000 people are

in public service, a third of Cana-

of proposed consolutional reforms

aimed as keeping Ouebec in the

Canadian confederation by giving

ii more autonomy, any dreams o

furthering this expansion have

been thrown into doubt and talk has centered on the cost of dividing

national assets and national liabil-

ities should the province secode.

There has been a flurry of studies

designed in forecast the impact of

Quebec separation on the capital

region. One, conducted by the Na-

tional Capital Commission, said a

continuation of the present federal-

provincial relationship would ben-

efit the French side and intensify

However, the study predicted

that a modified confederation, with

more powers heing given to the

provinces, would result in a reduc-

its French character.

Since the collapse in June 1990

try's 10 provinces.

da's federal employees.

tion of services, a downsizing,

construction official said nme public said of the said said nme public said nm

act on MIA Searches name has second to press the search fely concerning on 13s priority case, and be conducted curing the new 10 mag. in the priority cases in which the india.

action of practices of war before bear Proop Cut in Europe

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Secretary to keep the U.S. comming. the product ( 2) 2- 2 multiply factor, and Chance principle (1.2 moobs in Emoke)

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to the new of Islamshafs as he did not want to alienate the chal-12 102 5-00 00-002 | 1085 to 100 00 100 and a mandands cluster of 11 primaries and caucuses set for next week. Six of the states are Southern, with large

ian Rule for Jan, 7 - Comment and the Comment of the Com 

grant the house of the e. Fight Leating Control of the Control A to the second 31 show

IL UPDATE

Certain Sept.

ies Gets Top Ratings and the middle magazin (Massalliand and a State Caroner challenger's campaign appealed to racial prejudice. "You don't get

and the property of the Artifact Land was tree anywhere if you start trying to tear THE ACT OF THE CASE OF STREET COMME The second secon sted on agreement "- in the table of the second second the France itale and a series of a series TGV or Fig.

A mention of Art. Text Latter of the legion Contaction of the other plans with some Control of grant and a state of the same

> down the other guy or appealing to the ugly side of things. Asked if he would bury the hatchet with Mr. Buchanan once the nomination race was over, Mr. Bush replied, "I'm sure. I've always been able to get together with peo-

Not at Buchanan Compiled by Our Staff From Dispatches Mr. Buchanan has openly court-OKLAHOMA CITY - Presied the backers of the former Ku dent George Bush called on Ameri-Klux Klan leader David Duke, who cans on Friday to "reject the ugly politics of hate," in an apparent attack on Patrick J. Buchanan, who appears on the Republican ballot with Mr. Bush and Mr. Buchanan in several states. Mr. Buchanan deis challenging him for the Republi-can presidential nomination. nies any bigotry or anti-Semitism and on Thursday rejected compari-

**Bush Lashes Out** 

tian University that he was count-

ing on "you young people especially to reject the ugly politics of hate that's rearing its head again."

"Anti-Semitism, racism, bigotry, they bave no place in the United 'States of America," he said.

The president's remarks fol-

lowed a charge from Governor Bill

Clinton of Arkansas that President

Bush was allowing anti-Semitism in enter the campaign by not speaking out against it in his own

to Mr. Buchanan, a conservative

Jewish groups and others have objected to some of Mr. Buchan-

an's writings and statements as

At a recent rally, a Jewish group

criticized Mr. Buchanan, and be

declared, "This is a rally of Ameri-

cans, by Americans and for the

Speaking of that in an interview

published Friday by the Jewish

Media Group newspapers in Mi-ami, Mr. Clinton said: "The presi-

dent should speak out against anti-

Semitism wherever it occurs, and

especially when it occurs in his own backyard, in his own party."

Officials in the Bush campaign

said the president had decided

against a direct personal confronta-

tion with Mr. Buchanan because he

lenger's conservative supporters

going mto "Super Tuesday," the

Marlin Fitzwater, the president's press secretary, said: "We do have

a lot of strong feelings about the

negative way Pat has conducted

However, Mr. Fitzwater said,

Mr. Bush has gone out of his way

"We reject the haters and we're for the American people," the pres-ident said Thursday, but he warned that he did not intend that as a

"I've got to try to lead the coun-

try," Mr. Bush said in Columbia,

South Carolina, when asked if his

not to join the criticism of Mr.

Buchanan as a purveyor of racial and anti-Semitic notions,

"We want those conservatives to be

with us in November."

about Mr. Buchanan.

:himself. His tactics are offensive."

blocs of conservative voters.

good old U.S.A., my friends."

backyard."

Republican.

anti-Semine.

At 'Politics of Hate,'

Without naming Mr. Buchanan, Mr. Bush himself has said that he who has been accused of racist and anti-Semitic statements, Mr. Bush told students at Oklahoma Chrisdoes not consider Mr. Buchanan a

sons with Mr. Duke.

in addition to past writings and statements that have inflamed racial and anti-Semitic criticisms, Mr. Buchanan has made several controversial statements recently. He said the Civil Rights Act was

"an act of regional discrimination against the South" because it required certain Southern states in obtain Justice Department approval for any change in election law. He complained in a London Sunday Telegraph interview that his wife, walking in Washington, encountered guys "sitting on the corner playing bongo drums." He added, "I mean, this is the The comments from Mr. Clinton, a leading candidate for the Democratic nomination, referred town I grew up in." (AP, Reuters)



Mr. Bush making a point after he was presented with a hammer by the Home Builders Association of Columbia, South Carolina.

## Inmate's Homemade Case Wins U.S. Court Appeal

By David Margolick New York Times Service

NEW YORK — Somewhere in the bowels of Camp J of the Louisiana State Penitentiary at Angola, not far from where three guards kicked, punched and pummeled him nearly nine years ago, prisoner No. 91888, Keith J. Hudson, may be savoring something few lawyers anywhere have known in recent years: He took a civil liberties case to the U.S. Supreme Court, and he won,

By a vote of 7 to 2, the justices last week agreed with Mr. Hudson that prison beatings can violate constitutional provisions against cruel and unusual punishment, even if they result only in split lips and bloody noses rather than concussions and broken bones.

"When prison officials maliciously and sadistically use force, contemporary standards of decency always are violated," Justice Sandra Day O'Connor wrote,

For Mr. Hudson, 32, the ruling was the culmination of nine years of legal work, in which he read precedents from law books brought to his cell by prison messengers, and bunted and pecked on a portable typewriter, producing legal briefs replete with typos, spacing mistakes and uneven margins.

By Arnold H. Lubasch

New York Times Service

tions with decision and disdain, a

defense lawyer tore into Salvatore

Gravano, attacking the character

turncoat who is the prosecution's

Under cross-examination, Mr.

crucial witness against John Gotti.

Gravano seemed coldly composed

in general but a bit edgy at times as he leaned back in his seat and

stared at his inquisitor, Albert J.

Krieger, in the trial at U.S. District

Court in Brooklyn. Mr. Gotti, re-

puted bead of the Gambino crime

family, is charged with murder,

conspiracy and racketeering along

with an associate, Frank Locascio,

volved in gangs, dropped out of

When I was a kid, I was in-

ina creatonity

of the stoic Mafi

NEW YORK - Firing ques-

bery, Mr. Hudson could not argue his case personally; that was handled by Alvin Bron-stein of the American Civil Liberties Union's national prison project.

Unhappy with Mr. Bronstein's refusal to handle an ancillary matter, Mr. Hudson dismissed him two weeks before oral arguments. But with the high court's approval, Mr. Bronstein proceeded anyway. Mr. Hudsoo has not spoken in him, nor to reporters, for months.

In a handful of homemade documents,

written in a mix of street language and legalese sprinkled with misspellings and fractured grammar, Mr. Hudson offered his version of events in the early morning of Oct. 30, 1983. He was cleaning his clothes in his toilet, be wrote, when Jack McMillian, a guard using racially abusive language, ordered him to stop flushing and to go to sleep. Thinking he was doing nothing wrong, Mr. Hudson kept on with his laundry.

Mr. McMillian put him in handcuffs and shackles and began transporting him to a cell known as the dungeon. On the way, he threw Mr. Hudson against the wall. "Hold him," Mr. McMillian told another guard. "Let me knock his gold teeth out." As Mr. McMillian

seem wrong; the whole lifestyle vano.
didn't seem wrong. Tes

I did it on my own," Mr. Gravano shot back, "Bot the lifestyle did."

lectern, Mr. Krieger asked what "a

person who is playing the role that you are playing" would be called in the society in which he grew up.

plied in a soft voice.

the defense table.

prodded

"An informer," Mr. Gravano re-

"Some other word?" Mr. Krieger

"Rat." Mr. Gravano answered,

as Mr. Gotti scowled at him from

Pacing back and forth behind a

school in the eighth grade." Mr.
Gravano said, explaining how he gentle questioning, the sharp exhad begun a life of crime. "It didn't changes were a change for Mr. Gra-

"The devil didn't make me do it, had participated in 19 murders,

Mafia Informer in Gotti Trial Concedes That He's a 'Rat'

volvement in 10 of them.

Serving a 20-year sentence for armed rob-ery, Mr. Hudson could not argue his case guard looked on. "Don't have 100 much pellate judges had misread the constitution.

fun!" he told his colleagues.

The pummeling, Mr. Hudson wrote, split his lip, broke his deotal plate and left him 'bleeding and swelling about the face and brusied about the body." He quickly filed a complaint, seeking "filty thousand dollors" in damages and an order "to probibit further crulity to myself and other inmates housed at Camp J.

At a heariog in March 1987, Mr. Hudsoo produced and questioned two corroborating witnesses, cited his rights under the first, eighth and 14th amendments to the constitution, recounted the guards' racist, crude and curse-ridden comments and told the judge that he had suffered "oot only mental and physical anguish but a permanent psycho-logical scar for life."

The judge awarded Mr. Hudson \$800 in damages. But in July 1990, a three-judge panel of the 5th U.S. Circuit Court of Appeals reversed the decision. The court concluded that the force the guards used was unreasonable, excessive, unnecessary, wan-but constitutional.

Mr. Hudson asked the Supreme Court to

than physical damage," he said. The court agreed, Although 65 percent of Angola's 5,200 inmates are illiterate, word has spread at the

importani legal victory, Word has also spread that one of the Supreme Court's two disseoting justices was

Clarence Thomas who, like Mr. Hudson and 85 percent of Angola's residents, is black. "This guy has forgonen his roots, or may

There's no sense of obligation, no sensitiv-"We might have had a better deal with

David Duke on the court," he said.

the river was deliberately devel-oped in the 1970s in give Hull an equal share of the seat of government and transform Ottawa from a capital city in a capital region shared by the French and English.

"This ruling falls short, because of its negligence in also considering the 'mental injury' sustained, which is more significant

prison that one of its own bad secured an

remember them too well and like many black professionals, is trying to distance himself from them," said Wilbert Rideau, editor of The Angolite, the prison's news magazine.

From Mr. Hudson's cell in Camp J, there is, except for the tapping of his typewriter,

## were erected, roads built and other tion of federal departments in Hull. Samuel Marx, Editor Of Screen Legends, Dies

**Echoes in Ottawa** 

By William Claiborne

Washington Post Service

in this 134-year-old capital city

over Quebec's threat to hold a se-

cession plebiscite in October if its

demands for greater autonomy are

not met by the federal government.

monument to the cultural duality

of the Canadian confederation, the

national capital that stretches from

Ottawa, in Ontario, across the Ot-

tawa River in the city of Hull, in

Quebec, could become a pawn in a bitter dispute over settlement of

property and patronage.

If Quebec separates from Cana-

da, the move would be most severe-

ly felt across the river in the pre-

dominantly French-speaking

region known as the Outaquais,

where oearly a third of the workers

could lose their federal jobs. More-

over. Canada would find some of

its federal offices and national mu-

seums located in another country.

"The very thought of separation has shaken families and neighbors and friends," said Jean E. Pigott, chairman of the National Capital

Commission, the official property

steward for the capital region. "The

shadow of separation is acutely felt

here. When people look over the

ironically, Mrs. Pigott and other

officials said, the Quebec side of

Beginning in 1969, more than 20,000 public servants were moved

across the river, federal buildings

precipice, it's frightening."

Many lear that instead of being a

OTTAWA -- Anxiety is growing

LOS ANGELES - Samuel Marx, a tailor's son who became the Hollywood story editor responsible for such movie classics as "Lassie Come Home" and "Good-

In his long career, be supervised the screen-writing careers of many literary figures: P. G. Wodehouse, Ben Hecht, F. Scott Fitzgerald, William Faulkner, Dorothy Parker,

and others. Mr. Marx studied journalism at Columbia University in New York but had to withdraw from the pro-gram after his father died. He went to work in the export office of Universal in New York. Irving Thalberg, who later became a major

In 1929, Mr. Thalberg hired Mr. Marx as a story editor at MGM. Among the films he wrote or produced were several in the Andy Hardy series, which starred a youthful Mickey Rooney and "The

such classics as "Grand Hotel," "Mutiny on the Bounty" and "The Thin Man."

His books included "A Gaudy Spree: The Literary Life of Holly-

Delivered in a black Water-resistant waith case. Somethin, and mashed in 18K gold. I trait with three gold-are bands. Precess state-of-the-art quatir-chinology. Powered by in-place barters isked by amedican countries.

Saints"; "Rodgers and Hart: Bewitched, Bothered and Bedeviled"
(written with the musical star Jan Clayton), and, in 1990, "Deadly Illusions," about the scandal and the supposed suicide of the MGM executive Paul Bern, Jean Harlow's

bye, Mr. Chips," died of congestive heart failure Monday. He was 90. husband,

George S. Kaufman, Anita Loos

executive of Metro-Goldwyn-Mayer, also worked in the export Uniiuxe

Beginning or the End." about the creation of the atomic bomb. He also secured film rights to

wood in the 1930s"; "Mayer & Thalberg, the Make-Believe

- i imepiece All 12 UC banners are securately silk-screened in 10 brilliant culors on a distinctive hand-pointed dial



STALLED AND SOGGY — A motorist wading to his pickup truck after more than seven inches of rain flooded parts of Houston.

## **AMERICAN TOPICS**

#### **Schools Now Offer Classes** To Hone Emotional Literacy!

With teen-age suicides, homicides and pregnancies increasing, some educators have begun to give courses in "emotional literacy," The New York Times reports. The courses teach lessons in life that should be taught nt home but often are not. Adaptable for any level from kindergarten through high school, lessons typically include communication and cooperation, dealing with anger, handling conflicts and preventing prejudice.

in one exercise, pupils act out a common scene from family life in which a big sister, who is studying, is angry at her younger sister, who is playing a stereo too loudly. The class is asked to suggest ways they might work out the conflict.

In n survey of 200 principals and teachers in the New York City borough of Brooklyn who had used the program, two-thirds said it had led to less physical violence and name-

calling, more cooperation and better mutual "We need programs like this," says Mark

Weiss, who was principal of New York City's South Bronx Regional High School for 13 years. But he says that society "has problems bigger than conflict resolution: poverty, the decimation of families, drugs and crime."

### Short Takes

Rain wiped out most of the Mexican cucumber crop, causing a shortage of the refrigerated pickle, also known as the deli dill, in the United States. The deli dill is not to be confused with the processed pickle, which is fermented for months and then heated, or the fresh-packed dill, which goes directly from field to spice-filled jar. The refrigerated, or deli pickle, also goes from field to jar but is not heated and is refrigerated for only a few days before being sold, allowing it in keep its crispness and its fresh greenish color.

Washington's Shakespeare Theatre has moved from its 243-seat quarters at the Folger library near Capitol Hill to a sleek new 447-seat house downtown. "Farewell to the seats that made your back ache on a bad night," said The Washington Post, and "to the onstage pillars that countless set designers tried unsuccessfully to make disappear."

In greeting the opening-night audience to a performance of "Much Ado Aboot Nothing," the artistic director, Michael Kahn, said, "For those of you who miss the posts, we'll sell you little replicas and you can walk around with them in front of your face,"

### About People

When the George Bushes recently paid a 20-minute call oo the Ronald Reagans in the Bel Air neighborhood of Los Angeles, it was widely reported that the Reagans, to minimize picture-taking, had covered their front gate with brown paper. It's not brown paper but canvas, said Kathy Goldberg, a Reagan spokeswoman, "it's been there because of the tour buses," she said. "It's a permanent part of the gate."

President Bush, born and educated in New England, moved to Texas straight out of college in 1948, and whenever he gets back there he likes to put on a cowboy neckerchief, belt, boots and drawl. But is the Republican Mr. Bush really a Texan? "Sure he is," said Senator Lloyd Bentsen of Texas, a Democrat. "He can rope, tie and brand a lobster with the best of them."

Arthur Higbee

gentle questioning, the sharp ex-changes were a change for Mr. Gra-saw John periodically at wakes and ship in that way before '85."

and he accused Mr. Gotti of in-Mr. Gravano said that he helped Mr. Gotti supervise the murder of Paul Castellano in 1985 and that

Mr. Gotti succeeded the murdered man as the boss of the Gambino In the cross-examination Thursday, Mr. Gravano glanced occa-

sionally at the jurors and a few times his eyes darted toward the scowling Mr. Gotti.

"I say I met John in "77, and we

primary reason for the slaving of Mr. Castellano, who had banned weddings and business dealings all drug trafficking by the Gam-Testifying for the prosecution that our family bad, but I had no bino organization under penalty of "In effect, the devil made me do this week, Mr. Gravano admitted, personal business dealings with medical with no display of emotion, that he John or no partnership or relationdeath.

After three days of a prosecutor's both became made members of the ... of drug-dealing associates was the

After acknowledging that they came to know each other much hetter after 1985, Mr. Gravano agreed with the lawyer's statement that Mr. Gotti took "some very strong philosophical stands."

"Now, sir, you know, sir, as an absolutely unquestioned fact that John Gotti is dead set against drugs, right?" Mr. Krieger asked, raising his voice and pumping his hand up and down for emphasis.

"Yes." Mr. Gravano answered. It was an important point for the defense because the prosecution contends that Mr. Gotti's support

DUSSELDORF

MUNKH

PARIS and SUBURBS

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made a plea bargain with the gov-ernment. Mr. Krieger asked if it was a deal to "get rid of all your problems that had arisen as a result of your life of crime." "I was looking to turn my life

around," the witness responded, "and part of it was telling the truth, my entire lifestyle, where I came "Mr. Gravano, what you were

looking for, were you not, was not to spend all of your remaining days on this earth io jail, correct?" the lawyer said. "I would imagine part of the rea-

son is that," he answered.

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ZURICH INTERNATIONAL PROTESTANT CHURCH

gon budget, yet President George Bush rejects this. No one wants to step

out front on anything "foreign."
So Congress and the administration

are working out an arrangement be-

yond public view. It seems there is

some \$200 million to \$300 million in

"headroom" — money not spent as quickly as expected — in the current

fiscal year, mainly moneys that had been earmarked for the shaky democ-

racies of Eastern Europe. Most of this

headroom will be reallocated for

peacekeeping. Those doing the bar-gaining will surely settle for less than

they know is required to do the job.

can do in the current political cli-

mate. Even then, everything must be hidden — in rhetoric and legislative

devices. The people must not be made too aware that their leaders are

spending money to keep the peace.

For otherwise the people will punish them — or so these leaders assume.

are followers, of their own lear.

Such leaders are not leaders. They

We Americans are in pain. And our leaders must pull themselves to-gether to address that pain. But pain

is one thing and killing another. And

unless our followers become leaders

and regain some balance about for-

eign and domestic priorities, thou-sands upon thousands will perish.

The New York Times.

But that is the best they think they

# Herald Tribune.

## For the 'New World Army'

For years the United Nations has been notable mostly for its vocal cords. That has changed. Nowadays the UN's muscle—its dor. The Security Council recently expandblue-helmeted soldiers - seems to be everywhere. And costs have soared. The bill for 11 peacekeeping missions could approach \$3.7 billion this year. Never before have so many UN troops been committed to so many costly and diverse missions.

Will that be money well spent? Has the operation gotten out of hand? Do UN structures need an overhaul? Americans may well ask such questions in a year dominated by domestic concerns. Critics still equate the UN with wind and waste hence the hostility in Congress on Thursday to Secretary of State James Baker's request for \$810 million for UN troops due for deployment in Cambodia and Yugoslavia.

Yet in hard cash terms, peacekeeping is a bargain. Each day of Operation Desert Storm cost \$1.5 billion. The U.S. share for a year of expanded UN peacekeeping is a fraction of Pentagon expenditures for weapons that will not be used against a Soviet adversary that no longer exists. Every war prevented saves blood and treasure. expands markets and trade. Peace in Angola, El Salvador, Yugoslavia or Cambodia is a boon to all but the arms bazaar.

Over the years, with few mishaps, UN peacekeepers have performed difficult monitoring tasks effectively. The blue-helmeted troops are forbidden to use force save in extreme circumstances. Their task is to "conciliate, console and discreetly run the household without ever appearing to dominate or usurp," writes their retired chief, former UN Undersecretary Brian Urquhart.

Now the peacekeepers are doing more asked to disarm guerrillas, conduct eleced the concept of threats to peace to include

economic, social and ecological instability Yet, as Mr. Urquhart contends, the UN is ill-prepared for such intervention. Peacekeepers bave been recruited on a contract basis for specific missions: many come wails of weakness. from smaller, nonaligned nations. What may now be needed is a permanent force for

One promising possibility is to make fuller use of the UN Charter. Article 43 already calls on members to make available "armed forces, assistance and facilities" necessary to maintain international peace. The charter established a Military Staff Committee, composed of the chiefs of staff of the council's permanent members.

rapid deployment in chaotic circumstances.

Cold War rivalry put Article 43 on hold and the staff committee has never worked as intended. Propitiously, Secretary General Butros Butros Ghali is soon to report on all aspects of peacekeeping. Russia and France favor activating the staff committee, which U.S. armed forces have traditionally resisted as a threat to command autonomy But in a transformed world, it makes sense to consider direct contributions of personnel and equipment to a rapid deployment force under real multinational control.

Why couldn't the United States, which now owes \$377 million in back dues for peacekeeping, meet part of its obligation through the defense budget? This would require changing procedures that put all UN costs in the foreign aid budget. That will not be easy. But what a chance for President George Bush to take the lead in than monitoring truce lines. They are begiving real meaning to his still hazy vision coming peacemakers, too. UN forces were "of a "new world order."

- THE NEW YORK TIMES.

## Mideast: A Proper Balance

Through four rounds of Middle East peace talks, Arabs have pleaded with the United States to abandon its mediator's detachment and intervene on issues of subrance. Thursday the State Department finally responded — by criticizing the Arab side. An official made public the message the secretary of state had given the Palestinian delegation in private, Be realistic, the message said: Stop posturing for public consumption, and get serious about negotiating the agreed agenda priority of interim autonomy in the West Bank and Gaza.

It was good advice, although the Palestinians expressed pain upon hearing it. In a negotiation that necessarily rests partly on appeals to different audiences, the line between public "posturing" and confidential negotiating is not always easy to draw. There is no doubt, however, that the Palestinians have been testing the limits of a strategy based on subordinating the element of autonomy and moving quickly to nail down a Palestinian state. Their nightmare is that an autonomy regime will become not a way station on the road to national self-determination but an enduring detour.

This is not a foolish anxiety. In answering the American-Soviet summons to a peace

conference, bowever, they agreed to put autonomy first. The United States has the weight to enforce this agreement and in fact is bound to do so in order to maintain credibility with all parties. The fresb American emphasis on the point allows Palestinian negotiators to argue to wary constituents that Washington gives them no choice.

It escapes no one's attention that this episode of frank talk is unfolding at a moment when the United States remains deadlocked with Israel on the major issue of West Bank settlements. This suggests to some ob-servers a mechanical "evenhandedness" intended to convey the illusion of fairness and, in this instance, to "balance" the battle with Israel on the settlements issue.

To others, bowever, the episode suggests that the U.S. government is attempting to play it fair, standing up to each participant in the peace talks as the requirements of progress dictate. Overall, we find the administration acting to underline the basic position that in negotiations, and only in negotiations, can all sides effectively pursue their basic goals. This may not produce visible "progress" on a daily basis, but it lays a foundation for more lasting progress. - THE WASHINGTON POST.

## A Senator's Tasteless Quip

man beings incinerated by nuclear weapons. decision to force a speedy end to World War shamed himself Monday by tastelessly quipping to South Carolina workers: "You should draw a mushroom cloud and put underneath it. 'Made in America by lazy and illiterate Americans and tested in Japan.

Mr. Hollings says be wanted to show his exasperation with comments by Japanese politicians that disparaged American work habits. Such remarks are ignorant and provocative but they concern economic competition, not wholesale death. The senator's riposte is totally out of line.

A half-century after the events, there is

There is nothing funny about 200,000 hu-still debate about President Harry Truman's Il by dropping atomic bombs on Hiroshima and Nagasaki. A parallel debate recently crupted in Japan over the morality of Tokyo's surprise attack on Pearl Harbor. Such self-examination honors both societies.

Both countries are entitled to decent respect for the innocent dead. That is what Mr. Hollings has lost sight of. Unrepentant, he glories in his callous joke. In contrast to the hasty apologies from Japan that have followed every high-level insult made there, the senator tells questioners: "I'm glad I said it." Even a belated apology would be welcome. -THE NEW YORK TIMES.

## The Struggle to Compete

American ability to compete economically is slowly but visibly declining. The conntry is now running the world's biggest international trade deficits, and over the past decade has become by far the world's biggest debtor in a reckless effort to maintain its standard of living. But by most measures, the living standard is lower now than it was in the late 1970s. In a rising number of key industries, American companies are falling behind the competition.

Nor is there much doubt about the reasons. Over the past few years, an impressive consensus has developed among the people who have looked carefully into this decline. The latest disquieting report comes from a group called the Competitiveness Policy Council — a classic Washington committee appointed by the president and the congressional leaders along the Noah's Ark principle that gets all the animals in the boat, Republicans and Democrats, business and labor, and so forth. Remarkably, its conclusions, published this week, are not the usual mush but are sharp and clear.

The first priority, this council declares, is to raise investment in productivity: "America's investment rate remains less than half of that of Japan and below all other major competitors." Investment is financed out of savings, and the United States has the

lowest savings rate of any industrial country. But the savings pool has to finance the federal deficit as well as industrial progress. The U.S. Treasury comes first, and industry and housing get what is left.

To make more capital available at lower interest rates for economic development, it is essential to reduce the federal deficit — to eliminate it. this council urges, and preferably run a surplus. Instead the deficit is sliding upward toward \$400 billion this year, by far the biggest in relation to the economy since World War II. The squeeze on private industry is tightening.

Another priority is a system of education

that will produce a labor force with skills equal to those abroad. Another is accelerating technological research. This report looks carefully at what has gone wrong. Meanwhile the primary election cam-

paigns are roaring along, barely touching these subjects. There has been some useful discussion of education. But the urgent need to eliminate the budget deficit and its corrosive effects on prosperity are not popular topics. Ditto the decline of national competitive performance in general — although that decline, and its social consequences, may well be the chief preoccupation of the president elected in November.

- THE WASHINGTON POST

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## Afraid to Speak Out In the Name of Peace

By Leslie H. Gelb

N EW YORK — America has a cian will lead the fight for it. The obvious place to find it is in the Pentaing followers, turning the United States inward and boning the mental-try of a banana republic. This week inside congressional hearing rooms, you could have heard the whines and

Secretary of State James Baker went there to make the case for \$900 million over two years for United Nations peacekeeping operations in places like Cambodia and Yugoslavia. Even that amount would fall far short of what the UN said it expected and needed from America.

The administration was already working behind the scenes to settle for much less than \$900 million — so that all could hide what little they would vote for the presumably un-

popular task of peacekeeping.
But return to Thursday's hearing and listen to Fritz Hollings, chairman of the Senate Appropriations subcom-mittee. Talking of Israel brushing aside UN forces in Lebanon a few are its ign the South Carolina Demo-crat said: "I've always thought maybe we ought to give the role over to Mc-Donald's and Burger King because they walk right by and sell hamburgers as they go forwards and backwards."
To which Mr. Baker responded,

"Some peacekeeping operations have been more successful than others." On Tuesday, Harold Rogers, top Republican on the House Appropria-tions subcommittee, argued that it was unfair for the United States to pay 30 percent of peacekeeping operations since "we only represent 25 percent of the world's" economy. 'And Cambodia makes the case," be said. "I mean. Cambodia is in Japan's

economic sphere of influence. Mr. Baker explained that paying more than others was what leaders did. Mercifully, be ignored the point

about Japan.
Joseph Early, a Massachusetts Democrat on the House subcommittee, offered that peacekeeping is "good rbetoric ... good theory. But we can't afford it."

How do you explain to someone who does not instinctively understand? How do you convey the unthinkable borror of the United States failing to do everything it can to stop the killing in Cambodia? Who can imagine not finding a few bundred million dollars to prevent the resurgence of the dread Khmer Rouge? Mr. Baker made all the right

points. He told the lawmakers that we have spent trillions of dollars to win the Cold War and we ought to be willing to spend millions of dollars to secure the peace."

The administration and a number of legislators know the peacekeeping money is a necessity, but no politi-

## Cambodia: An Opportunity to Heal

WASHINGTON — Ah yes. Cambodia: Such a miserable and verting place, so remote, so unimportant in the new scheme of

things, so expensive. This is the mut-ed groan in Washington as a distracted American government struggles — struggles not so much to come up with its due share of United Nations peacekeeping costs in Cambodia as to avoid confronting the issue of its default.

There is a budget squeeze. But there is also, in the UN peace plan for Cambodia, an opportunity to heal a nation torn as perhaps no other nation has been torn since the world war and to settle down a troubled corner of Asia and tuck it into a world that is moving on. Is

taking an appropriate part in such

projects not exactly what U.S. for-

eign policy ought now to be about?

If your answer is no, then, well, you are an isolationist. I regret it. There is an argument that with the demise of the Soviet Union, the United States has no great interest in extending a hand to lesser countries, and should turn away or make just a token contribution. But it is a mean and narrow argument. Applied as a rule, it would shrivel the sense of community among nations and pro-

duce a dog-eat-dog world.

The better answer is yes. Cambodia suffered genocide in a civil war spilling over from the Vietnam War in which Americans took part, and has a special call on the American conscience. There is, further, a general U.S. interest in dispute settle ment and nation-building.

By Stephen S. Rosenfeld

The American share of the Cambodia plan would be 30 percent of \$1.9 billion, a sum intended to do the ambitious and desperately necessary job of sending in 22,000 peacekeepers for 18 months to disarm combatants and oversee elections.

Many people hail the political developments that put an end to Cold War proxy battles as in Cambodia, and laud the explosion of the

#### Many in Congress want peace only on the cheap.

UN's work in international peacekeeping. But they want to perform this mission on the cheap. Call it the new Cambodia syndrome.

The Bush administration lags in its peacekeeping payments. But the president shrinks from asking Congress for the full bill and from going to the public with an appeal equal to the stakes. The administration cites tough times and the election-year risks of alienating a public suppos-edly fed up with "foreign aid." Mr. Bush once presented himself

as a president earning his passage by foreign policy. He surely meant not just chatting up foreign leaders on the phone but shaping a program, if not a vision, and building public support for it. This is where he is falling short in respect to Cambodia peacekeeping. Not completely short: The United States is paying something. But short enough to lose a claim to enlightened leadership.

Let Congress not preen, however. In December, after full Cambodian and international agreement on a peace plan had been achieved, Representative Chester Atkins, Democrat of Massachusetts, wrote the president saying the settlement opened the way to a new takeover by the genocidal Khmer Rouge. Most representatives signed on, as most senators did to a similar letter.

Anxiety about the Khmer Rouge is hardly misplaced. But the Atkins etter did not stop there. It warned that it would be "difficult to sustain congressional support" for the UN
operation "unless there is confidence that the process will not assist the Khmer Rouge." Sensitive to
any suggestion that he was torpedoing Cambodia's lifeboat, Mr. Atkins now believes the letter usefully stiffened the UN against Khmer Rouge machinations. But he was torpedoing Cambodia's lifeboat. The letter provided a high-minded excuse for stinting on financing the UN plan. And the plan is, for all its

flaws, the only game in town. Wrote Raoul Jennar, a Cambodia specialist and critic of the peace process: "The [Atkins] letter should have been sent ... before the signing of the Paris agreements. During the course of the negotiations, alter-native formulas were dismissed one after the other. Today, nothing remains but the agreements of 23 October 1991. It would be criminal to endanger their fullest application."

## Not All Americans Have Their Backs to the World

MIAMI — Despite harsh public sounds of isolationism and rejection of the outside world, there seems to be a countertrend of Americans interested and eager to remain engaged in international affairs.

Traveling across the country, from California to Maine, I have found a lively concern with the way the rest of the world is evolving and a sense that the United States must continue to play a prime role.

True, there is a broad insistence that America

must turn urgent attention to domestic problems. True, my impressions are personal, and in no way based on any scientific cross section. But the message was clear. A significant number

of people want to know what is going on in foreign countries and feel an American responsibility to take initiatives. They do not subscribe to the notion that the United States should slam the door, One reason regularly advanced for attending to domestic issues with new energy is that this is necessary to keep America strong and to maintain leadership.

The depth and rapidity of the shift in attitudes toward the Russians are striking. Hostility is gone, with no regrets for the loss of a galvanizing enemy. There is warm sympathy for the plight of the people emerging from communism, and a certain under-standing that there are similarities in the problems they and America face in demilitarizing economies. Many people worried that the United States is

By Flora Lewis

reacting too slowly, too meagerly and shortsight-edly to the troubles imposed by transition on ex-Communist states, as they worry about massive unemployment in America as defense-related industries and offices shut down. I never heard anyone complain that the United States is doing too much to belp former enemies, or letting its guard down too fast.

There is bewilderment and some irritation at the sircane arguments over how to trim the defense budget. The Pentagon's scenarios of future threats, ostensibly compiled as the basis for planning required force levels, seem like a rerun of past wars: Iraq. North Korea (but not Vietnam), almost a parade of old battle flags. Criticism of President George Bush for slighting

the home front, dithering about the recession, was not equated with complaints that he pays too much attention to foreigners. Rather, it was coupled with uneasiness about the lack of a compelling idea on how to deal with the world as a whole. A "new world order" does not feel like a policy,

or even a theme, to people who nibble at the words

and ask what is in it, bow is it to be made, what is to

be done with it. They are looking for someone who

will define it, inspire confidence that at least be

The perceived lack of clarity about goals and purposes is a key element in the widespread dissat-isfaction about the way the presidential campaign is going, the feeling that nobody is offering enough weight and dimension to fill the presidency, in-cluding the incumbent. Maybe TV does it, with its bits and bites, its

unexpected growing appeal of Paul Tsongas reveals an important reaction. He was brushed off as a tube flop, TV-untutored and unpresentable, and he is coming across as more real, more recogniz-ably living, breathing and thinking than the others. What I found was not at all an America that is

tuning out, but an America growing impatient with posturing and static. For all the resentments being deliberately sharpened to provoke political adren-

But of course they will not credit leaders for leaving them in the lurch. They are listening all right, but they don't hear any music. & Florit Lewis.

TO BE YOUR VICE PRESIDENT, I CHANGED

MY POSITIONS ON

Voo Doo ECONOMICS

AND ABORTION ...

## The Conviction Campaign: Bush Is Drawing a Blank

By Charles Krauthammer

TY/ASHINGTON — Against all cide what he believes in. In New W the odds, the cynics and the handlers, the story thus far of Campaign '92 is that the politics of conviction are doing rather well. The candidates who have come from furthest back, from bad jokes to political respectability, are the most deeply committed and wildly ideological of the candidates, Jerry Brown and Pat Buchanan. Paul Tsongas and Bill Clinton do not have quite the same authenticity and passion, but they do present well-defined programs and the sense that they are not making it up as they go along. They have been rewarded with front-runner status.

The exception is Tom Harkin, the one candidate who has convictions but is going nowhere. His bad luck is to have the wrong kind of convictions. Mr. Harkin does not understand that socialism is dead. As Jerry Brown has discovered, the new left is new age: yuppie and green, strong in resort country (like Colorado and Maine, where Mr. Brown did well), concerned

about corruption and "spirituality."

Except for Mr. Harkin, the big losers so far are the candidates without conviction. The first campaign casualty, Bob Kerrey, ran as the Desert Storm candidate, the man whose war heroism would insulate him from the Democrats' chronic soft-on-foreign-policy problem. Mr. Kerrey's misfortune is that foreign policy fell off the campaign map.

That left Mr. Kerrey having to de-

By A. M. Rosenthal

N EW YORK — In the very recent past, most intellectual conservatives understood, named and fought

against a political disease they called moral equivalency.

Now a sad number of them are suddenly suffering from it.

Moral equivalency is a disorder of that part of the mental

process that governs ethical political thought and conduct. Those afflicted exhibit certain specific symptoms. They

cannot discern the essential differences between political

good and political evil when choices have to be made. They magnify the faults and complications of democracy and

glaze over the horrors of tyranny. They refuse to choose

between freedom and oppression when the friends of

They accept from authoritarian or despotic governments acts of bigotry and human indecency against which they

This disorder led many Western liberals 10 equate the

faults of capitalism with the villainies of communism. At

the moment, it leads the West to the bizarre conclusion that

one democracy in the Middle East is a greater danger than

Now, angry with President George Bush's deviations

from their vision of economic conservatism, and disgusted

with his floundering, conservatives are shutting mouths and

eyes to the fascistic danger embodied by Patrick Buchanan.

They thus are tolerating a man whose values dishonor them, their party and the country. That is moral equivalen-

The National Review, once the healthy pride of Ameri-

can conservative intellectualism, now is pockmarked with

the score or so dictatorships arrayed against it.

freedom desperately need help.

would crusade in a free society.

cy in emergency-room form.

Hampshire, he believed for a while in Japan-bashing. One ad. showing a political "hockey" game, threatened to keep out Japanese exports. Mr. Kerrey then dropped the ad as a matter of "truth," he told Newsweek, "And the truth is, the hockey spot drove my numbers down and not up." President George Bush has a simi-

lar, shall we say, pragmatic definition of truth. He has now finally rejected the tax hike that he courageously engineered as part of the budget deal of 1990. The principle? "Anytime you get hammered on something. I guess you want to redo it." The mantra of the Bushies and their

critics is that the president must finally define himself, a curious requirement for a man who for 13 years has been in the business of seeking and securing the White House. Well, with this explanation for the tax flip-flop, Mr. Bush has finally and perfectly defined himself: When hammered, I flip.

Which explains the frantic to-andfroing of the Bush presidency since November. Since then the United States bas been under a Wolford-Buchanan regency, with Mr. Bush reacting first to Harris Wolford's surprising showing in Pennsylvania, then to Mr. Buchanan's in New Hampshire. Mr. Wolford's hammer on the left prompted Mr. Bush to postpone abruptly his Japan trip, then turn it into an auto-parts trade mission; to remake himself, for a cou-

On the Right, a Bad Case of Buchanan







ple of weeks around State of the Union time, as the health-care president; and to stump New Hampshire

saying, "Message: I care." Now, reacting with Pavlovian so-phistication to Mr. Buchanan's hammer on the right, Mr. Busb has fired the head of the National Endowment for the Arts, his own appointee; reaffirmed his abiding belief in school prayer; gone mum on aid to Russia; and abjectly repented on taxes.

Mr. Bush knows better. The general disgust with him lies in the fact that we all know he knows better. The disgust is not ideological - exit polls in

the disease. William Buckley, founder and president of The Review, wrote that Mr. Buchanan had said anti-Semitic

things. Then he promptly backed a protest vote in New

Now he says that since the protest point has been made

in New Hampshire there is no use voting for Mr. Buchanan in other primaries. But the point his readers will remember

is that Mr. Buckley believed Mr. Buchanan's mouthings

John O'Sullivan. The Review's current editor, goes fur-

ther. He advises Republicans to keep supporting Mr. Buchanan until "a millisecond" before Mr. Buchanan

himself decides to support Mr. Bush. "probably" early next month. For Mr. O'Sullivan, this is the delicious part: That

strategy would avoid blame if Mr. Bush loses the presiden-

cy and also would install Mr. Buchanan as first among

But Mr. O'Sullivan hints that if Mr. Bush looks "serious-

unelectable" during the primaries be should be dumped

Many Americans who vote for Mr. Buchanan as a

protest may not yet have figured through the lasting

impact. But the politicians, commentators and intellectual

conservatives who know Mr. Buchanan's record and still

give him respectability, urge votes for him or even remain

Still, a cure exists for the moral equivalency that has

stricken conservatives -- remembrance of times so recently

The New York Times.

past. To refuse it is a kind of intellectual suicide.

in favor of a third conservative. Sure - and the Patrick

Buchanan to whom the moral equivalizers gave the prize of

Hamoshire for the man, stunning his friends.

acceptable enough to vote for him once.

equals in the 1996 Republican contest. See?

respectability would then meekly step aside.

stlent, these all have made their choice.

Bush will be a one-term president. If that bappens, Mr. Bush's tenure will be judged, I suspect, not a failed presidency, but a completed one. Not

next popularly elected president. He did that well, then was retired with thanks. George Bush's job was to close out the Cold War with reason-

Maryland showed that Mr. Buchanan did as well with liberal Republicans as with conservatives — but it is so real and so deep that, if the Democrats don't blow it (a buge if), Mr.

a presidency, like Jimmy Carter's, ut-terly undone by external forces. But a residency, like Gerald Ford's, with a limited agenda that, when completed, lost its reason for being.

Mr. Ford had one job to do: to provide a decent interval of normality between Richard Nixon and the

able competence. He did that well. managing the reunification of Ger-many and the defanging of Iraq with considerable skill. (Mr. Bush left the Iraq problem incomplete, though in-finitely better than when he found it.) That done, the Bush presidency is

spent. It has not a clue what it wants to

do, yet has no intention of retiring. I almost feel sorry for a man struggling so vainly with the impossible, crafting a "message" for a presidency that is over. ("Message: I like the job"?) It cannot be done, yet the Democrats, in their wisdom, may let him

get away with it. If so, we can look forward to four years of a posthumous presidency, four years for George Bush to find his message in nime for his farewell address. Washington Post Writers Group.

## IN OUR PAGES: 100, 75 AND 50 YEARS AGO

### 1892: Restoring Graves PARIS — A pious initiative has been taken by M. Ossiris, whose name is

famous for the good use he makes of his large fortune. He has written to the Prefect of the Seine for authorization to erect monuments or repair those already existing over the graves of some of the illustrious dead whose remains lie in the Paris cemeteries Quite a number of these graves are in a distressing condition of neglect. among them being those of the musi-cian Bellini; of the poet Delille; and of the painter Prud hon.

### 1917: Police Tell of Plot

NEW YORK - The Hoboken, New Jersey, and New York police, acting on information furnished by the United States Secret Service, yesterday afternoon [March 6] arrested one Fritz Kolb, 31 years of age, who confessed, they say, to being implicated against the life and well-being of President Wilson. An attempt to as-

sassinate the President was to have been made last evening, it is believed. The arrest was made at Kolb's residence, the Hotel Colombia. Mr. Hayes, Hoboken Police Chief, and Secret Service men surrounded the place and made escape atterly impossible. Upon being confronted by the anthorities Koib confessed to complicity in many other crimes.

## 1942: Aid by Elephants

CHUNGKING — [From our New York edition:] Carried part way on the backs of elephants traversing dense jungle, war materials have started to reach China by one of the two new supply routes from India replacing the railway from Rangoon to the Burma Road, it was learned today [March 6]. The first shipments along the jungle trail were handed over the mountains from India 10; Burma and carried by boat before they reached the head of the Burms. Road, whence Chinese tracks took them into Yunnan Province.

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The Washington Post. --

or she knows what they think should be done.

flickering expressions, all smaller than life. But the

aline, people do not want to get off the world and have no illusion that the United States could prosper if it tried that. They want some ideas for living better with it, for opportunities to be useful and productive. If government is not going to provide them, they are prepared to root around to find ways of their own. nity to Heal

thing But short chough to be a Let Congress not preculate and in December, after full Comboting and instructional agreement and instructional agreement of the secondary of Massachusetts, whose the president solving the secondary operated the way to a new short to the general advantage of the salve of the secondary of the second White Race Jenner Conto 

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Won Jackpot - Maybe

By John F. Harris and Brooke A. Masters

Washington Post Service WASHINGTON — Virginia lonery officials ended a threeweek, two-continent mystery by confirming that an Australian gambling syndicate won last month's record \$27 million jackpot after executing a massive, block-buying operation that tried to cover all 7 illion possible ticket combina-

But the lottery director, Kenneth W. Thorson, said that he may not decide until the end of next week

A New Lottery? Finally, U.K. To Chance It

LONDON - After a histus of nearly 170 years, Britain in-tends to have a national lottery to raise money for chari-ties, sports and the arts, the government said Friday.

Flome Secretary Kenneth Baker said that the lottery, which could be in operation by 1994, would be managed by the private sector "under contract and subject to strict regulation." It could could raise a much as £1 billion (\$1.74 billion) annually.

The Labor Party said the governing Conservatives were proposing the lottery, which would be widely popular, for political gain before a general election expected on April 9.

Mr. Baker said that one reason for restoring a lottery was the creation of a single market in the European Community as of January, which would allow European lotteries to operate in Britain. "Without a national lottery of our own, vidual retail locations. he said, "other countries, rath-

JAPAN: Move to Loosen Old Ties

er than our own, will benefit." Britain started a national lottery in 1569; it was stopped in 1826, partly because of widespread illegal betting on its outcome. Britain is the only European country without a

(Continued from page 1),

the years of preparation for Japan's

much chance of changing the way

driving Toyota into bankruptcy.
Indeed, Mr. Miyazawa is attack-

ing not only Todai's hold on power

well. Though it is a national univer-

sity, the vast majority of students

attending the University of Tokyo

come from the capital or its imme-

diate surroundings. Few students

come from Japan's outer islands of

60 Braxton and

C.S.A.

Apollo

65 Heine's sigh

66 Lardner's "-

Deprive of

69 Wife of Paris

72 Venezuelan

prairie

74 Allay inflamm

75 Impairs

word

Adjusts

84 Spicy snack

81 Zenith

77 All-purpose trk. 79 Whiffenpoof

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Paine, e.g.

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nopoly on power.

whether the jackpot will be awarded, because the ticket may have been bought in violation of lottery

The rules say that tickets, which cost \$1, must be paid for at the same location where they are issued. Mr. Thorson said that the Australian syndicate, International Lotto Fund, may have paid for many of their tickets with cashier's checks at the corporate offices of a grocery store chain, rather than at the store in Chesapeake, Virginia, where a lottery computer issued the

winning ticket.
"We have to validate who bought the ticket, where the purchase was made and how the purchase was made," Mr. Thorson said. "It's just as likely that we will honor the ticket as we won't honor

The International Lotto Fund includes about 2,500 investors, Mr. Thorson said. Two Australians representing the fund, Joseph Franck and Robert Hans Roos, appeared at state lottery headquarters in Richmond on Thursday to claim the prize, accompanied by their

Australian Securities Commission officials said last week that International Lotto Fund is under investigation for possible viola-tions of Australian financial laws. The FBI is investigating and a the money used to purchase the tickets comes from legitimate

Mr. Thorson said that Mr. Roos told him he had come to Virginia to help orchestrate the block-buying operation, carried out with more than a dozen workers, before the

Feb. 15 drawing.
The Louo Fund succeeded in buying about 5 million of the more than 7 million possible winners. Mr. Thorson said Mr. Roos told him that the tickets were paid for in some instances with a large check at a chain-store headquarters and in some instances with cash at indi-

The Lotto Fund was started last \$4,000 invested.



Demonstrators in Baku, Azerbaijan, venting their anger Friday over the policies of President Ayaz Mutalibov, who was forced to resign.

## U.K. Guessing Game: Date of Election

By Craig R. Whitney

New York Times Service
LONDON — Neil Kinnock, the opposition Labor Party leader, who hopes to replace John Major as prime minister as soon as Mr. Major source said the focus is on whether calls a general election, already has the campaign meticulously planned.

Every day has its chosen issue, with the Labor Party shadow cabinet ready to fan out across the country to pound Conservative positions, says Glenys Kinnock, his wife, and she will be among them. She fully expects to move into No. 10 Downing Street with her husband and their two children the day after the elec-

What Mr. and Mrs. Kinnock and 57 million fellow Britons do not know is when the election will take place, although by now they all assume it will be on April 9. Mr. Major can keep the suspense up until 17 working days before then; theoretically, he can also surprise everybody and decide on May 7, a local election day across much of the country, or even later, up to July 9.

The uncertainty has led to an early start to the silly season. Even Mr. Kinnock was caught up in it on Tuesday, after a tipster at Bucking-ham Palace told him that the prime minister was seeing Queen Elizabeth II that night. The opposition leader thought for a moment that Mr. Major might be preparing to ask her to dissolve Parliament for the elections. He didn't. But Mr. Major's aides have made

it clear through other hints that he will, soon. The new Parliament will convene right after the election, and then disperse almost immediately for a recess, one of Mr. Major's closest aides said Wednesday, blushing when it became ap-parent that this could only mean the Easter recess; Easter falls on April 19 this year. Ergo,

elections on April 9. Mr. Kinnock, at a diplomatic dinner party this week, seemed almost gleeful about his chances whatever the date, although national polls show his Labor Party running only about even with the Conservatives — Labor 40 percent, Conservatives 39 percent, Liberal Democrats 18 percent, according to a national poli of 2,952 voters conducted by the MORI organization for The Sunday Times between Feb. 21

The questions that animate the American primary campaign - who will run against the incumbent, and whether he will be re-nominated - have long since been settled in Britain. Thus, the main question bere is whether either of the two biggest parties can win a majority, 326 seats, and form a government. If neither major party won a majority, Mr.

Major would have two options. Since the Conservatives now have 368 seats. such an outcome would mean, in effect, that Mr. Major had lost. He might resign and let Mr. Kinnock try to build a coalition with the Liberal Democrats, who have demanded a change in the electoral system as a condition. Or he might not, and the government would limp along until be lost a vote of confidence or he called another election later in the year, something that last happened in 1974.

lor of the Exchequer, Norman Lamont, has outlined government spending and tax plans for the coming year on Tuesday, Mr. Major is expected to make his choice of polling day

Patrick's Day in Northern Ireland."

rates to stimulate a recovery from the British

Mr. Kinnock joked that he was even praying that the government would reduce taxes by 2 percent. Then Labor could attack the Conservarives for doing what they always accused Labor of doing — living beyond the country's

By the middle of next week, after his chancel-

"The Conservatives had originally planned to wait a few days later to announce the election date, which would have given them time to conduct private polls on reactions to their budget plans," Mr. Kinnock said, "They forgot St.

Conservatives say they have been well aware of the rule that the campaign has to last a minimum of 17 working days, and of the coming holidays. But the prime minister would hardly have time to wait for the results of a poll on his budget proposals if the date was to be April 9. The proposals are widely expected to contain spending plans and perhaps a reduction of 1 percent or 2 percent in income tax

# Frustrates Turkey's **Hopes for Region**

War on Its Border

By Alan Cowell
New York Times Service

ANKARA - As fighting conder. pitting Azerbaijanis against Armenians, Turkish authorities are displaying increasing alarm that the conflict will draw them eloser toward a war that raises historical specters as much as it seems to blight Ankara's vision of a new dominance in the region.

Until just a few weeks ago, Western diplomats said, Turkey had been enthusiastically pursuing the idea that the breakup of the former Soviet Union offered it an unprecedented opportunity to spread influence, garner business and raise its diplomatic flag over the predominantly Muslim and Turkic-speaking republies of Central Asia stretching from Azerbaijan to the

Since then, however, an upsurge of bloody fighting in the predomi-nantly Armenian enclave of Nagor-no-Karabakh in Azerbaijan has underscored the frailty of the ethnic balance throughout the region and the likelihood of fresh perils as the newly independent states search for a political identity after 70 years of domination from Moscow.

Additionally. Turkey's geophic position - once viewed in the West as the easternmost buffer against Soviet aggression - now seems as hazardous as it did in the Cold War, as it adjoins what one senior Foreign Ministry official, Bilgin Unan, termed "a very dangerous area" whose contortions tug at Turkey's soul.

We don't want to be carried away," he said Friday, "but it's impossible not to be affected when your kin are killed. This is true for

With daily from-page reports in their newspapers of massacres of the Muslim Azerbaijanis by the Christian Armenians, many Turks are becoming incensed at their government's reluctance to act decisively to halt fighting that is killing Azerbaijanis who speak the same language, pray to the same God and hall from the same ethnic roots that the Turks do.

One former government leader, now in opposition, Mesut Yilmaz, has called publicly for military intervention, and there are reports that some Turks want to offer their services as volunteer soldiers in the

Azerbaijani forces.
President Turgut Ozal, who opposes Prime Minister Suleyman Demirel, has touched a raw nerve in Turkey's historically strained relations with Armenia by saying that Ankara should "scare the Armenians a little bit" by blocking

(Continued from page 1)

forget his Communist Party past by

or by other means.

In response, however, Mr. Detinues across Turkey's eastern bor- mirel and his senior advisers contend that precipitate action could deepen the religious connotations of the conflict, leaving Turkey - a NATO member - on the opposite side from its Western allies in a war depicted as a battle between Christian and Muslim.

"We are not indifferent to the suffering of the Azerbaijanis, but a wrong step would cause more trou-hle for them," Mr. Demirel said this week. "One step too many by Turkey would put the whole world behind Armenia."

The crisis here is especially fraught since Armenians have never abandoned territorial claims on Turkey or assertious that Ottoman Turks committed genocide against them in World War I — charges that Turkey denies. Because of those disputes. Turkey has recognized Armenia's independence, but it has not established diplomatic relations as it has done with the new Central Asian states.

Officials and Western diplomats acknowledge, moreover, that the fighting blocks Turkey's geographi-cal path to the Muslim, Turkie re-publics of Central Asia. The United States and other Western nations are boping that Ankara will challenge Iranian and Saudi diplomatic inroads in that region by setting an example of democratic Western-leaning political and economic development.

The firestorm of public debate represents a marked reversal for Turkey's vision of a region where history, language and faith would afford it access to lands once hidden behind the Iron Curtain.

As the Soviet empire crumbled and new states proclaimed their independence last year, a Western diplomat said, "it was a time of real brightness for Turkey." And, as the leaders of the newly

independent former Soviet Central Asian republics flocked to Ankara, "for the first time, the Turks weren't at the end of the line, they were at the front of the line," said the diplomat, who requested anonymity.

The fighting in Nagorno-Karabakh, bowever, "could drag a whole lot down with it," he said.

Faced with the tangle of emotions, the authorities here are counseling restraint on both sides and are backing a recent proposal by the Conference for Security and Cooperation in Europe for an arms embargo and other measures to halt the fighting.

RESIGN: Azerbaijani Steps Down

#### PAIN: FUSION: U.S. Hires Russian Experts at Bargain Pay (Continued from page 1) they fuse and release vast energy. ways to heat fuels with beams of In a fusion reactor, the tempera-

Similarly, young women often report that they view Todai as a hostile place, and they, too, are vastly underrepresented in the se-

Very few people - even the univastly superior academic achievement accounts for Todai's standing with the government. In recent years the newspapers have been filled with stories questioning the university's academic standing, and faculty members report an institutional insecurity about wheth-

At Todai, the faculty has taken this all in stride. The president of the university, Akito Arima, said, Of course, monopoly is bad, but I cannot approve government con-

the country.

ing, or welding, the atoms of light fission reactors now in operation around the world make energy by

A major attraction of fusion is ly endless quantities.

penditure of many billions of dolgoal of controlling fusion has retrinsic difficulty.

elements. In contrast, the nuclear breaking apart the atoms of urani-um and other heavy elements.

that the main fuel, deuterium, a heavy form of hydrogen, can be easily extracted from water in near-Despite the allure, the efforts of

thousands of scientists and the exlars over nearly a half century, the mained clusive because of its in-

The closest natural example is the sun, where temperatures at the core are 14 million degrees centigrade and gravitational pressures are crushing. There, atomic nuclei are driven so close together that

## ture must be higher, around 200

compression than materials at the be idle for lack of funds. center of the sun. For years, the twin goals of fusion research have been to bolster working on a reactor known as T-

the temperature of fuels and to cre ate proper magnetic fields to hold mak at the institute but has the them. The fuels are so hot that they would instantly melt any metal, ceramic or glass vessel. Russian scientists have made

major strides in achieving both goals. They pioneered the most widely accepted magnet design for a reactor, the doughnut-shaped Tokamak, and invented innovative

microwave energy.

But they have now fallen on hard million degrees centigrade, since the fusion fuel undergoes far less the Kurchaiov Institute is said to times. Most fusion equipment at The Kurchatov team is headed

> 10. which is not the largest loke world's most powerful microwave source for heating fusion fuel. The institute is named after Dr.

Igor V. Kurchatov, the father of the Soviet atomic bomb. For decades it has done little or no weapons work. focusing instead on making innovarive reactors, including ones for

## MISSILES: U.S. Debates Options

# (Continued from page 1)

said Thursday, pointing out that Mr. Bush had made it a high-priority goal of his administration to halt the spread of weapons of mass dostruction.

North Korea's sale of ballistic missiles in the Middle East does not violate international law or any commitment made by the North Korean leader. Kim Il Sung. The Pyongyang government has not signed the Missile Control Technology Regime, which the United States and a number of Western and industrialized countries have signed to stem the flow of ballistic missiles to the Middle East. Thus there is no legal justification for

stopping this shipment of missiles. The concern about North Korea's missile sales comes as negotiaspection.
"The United States feels very

strongly about proliferation of sur-Department spokeswoman, Mar-garet D. Tutwiler, said Feb. 21. had affected him deeply.

"We would view with great concern a real signal," an Israeli official any transfer of this type. The dan-said Thursday, pointing out that gers of Scud missiles in the Middle East region have been amply dem-

onstrated during the Gulf War."
Some officials said they believed that taking action against the North Korean ships would not be productive because the missiles would be delivered anyway. Thus the action would only serve to aggravate U.S. relations with Syria, a political objective that these officials associated with the Likud government in Israel.

#### Swiss Officer Resigns After Jets Barely Miss The Associated Press

BERN - The commander of the tions over North Korea's nuclear
weapons program are passing
through a crucial stage on the questravel after the near-collision of a through a crucial stage on the ques-tion of whether Pyongyang will jet fighter and a passenger plane. give up its quest to acquire an Corps Commandant Werner atomic arsenal and will open its Jung said be was stepping down to nuclear sites to international in- restore confidence in the service and in air travel. Commandant Jung said that the near-collision Thursday between the Tiger jet and face-to-surface missiles," the State the Swissair Airbus, which carried

adopting many elements of the program of the opposition, including restoring the star-and-crescent flag of pre-Communist Azerbaijan.

By forcing Mr. Mutalibov to re-sign less than six months after he became the first popularly elected president in Azerbaijani history, the opposition Popular Front has revenged its defeat by the Communist Party in January 1990. The Azerbaijani parliament vot-

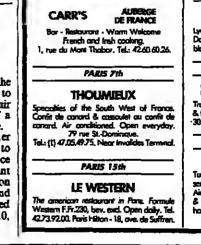
ed Friday to transfer the president's anthority to the newly elected parliamentary chairman, Yagub Mamedov, prior to elections. It also agreed to grant Mr. Mutalibov immunity from prosecution, a pen-sion of 10,000 rubles a month, a country house, and a 10-man guard.

Earlier, Mr. Mutalibov had described the attempts to force him from office as tantamount to a coup. As chants of "resign, resign" echoed across the vast square outside the parliament building, the president had suggested introducing a state of emergency in order to resolve the political crisis caused by the reverses in Nagorno-Karabakh.

Popular Front leaders threatened to take "decisive measures" unless Mr. Mutalibov quit immediately, a veiled threat to force the president out of office through massive demonstrations. After meetings with the opposition, a formula was reached for his resignation. In his resignation speech, Mr. Mutalibov urged deputies to unite in the face of possible "aggression against our people."

PARIS 17th

## CARR'S AUTORIGE DE FRANCE Bor - Restourant - Warm Welcony French and trub cool PARIS 7th THOUMIEUX



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# U.S. Lottery Official Confirms Australians

lawyers.

year and raised about \$13 million from an estimated 2,500 shareholders who each paid a minimum of \$4,000, according to Tim Phillipps of the Australian Securities Commission. A fund brochure claimed returns of up to \$48,000 for each

all-important university exams. In fact, many are skeptical that Mr. Miyazawa really wants to tinnior levels of the boreaucracy. No ker with success. Some say that he is merely grandstanding, boping to win the hearts of the vast majority of Japanese who resent Todai's moone has suggested, however, that quotas or targets be set. Others say his intentions are pure, but that he stands about as Japan works as Detroit stands of

but, curiously, Tokyo's hold as er the place is up to snuff. trol" of the quotas.

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### tributed to doctors and other health workers across the country as well as to patients.

The report covers all forms of surgery and other painful medical procedures such as lumbar punctures and biopsies, as well as treat-ment of diseases and injuries that are painful. They recommend

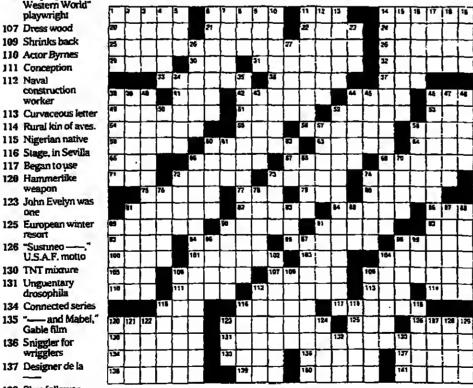
medications and suggest several nondrug ways of controlling pain

such as breathing exercises.

The guidelines are the first to be issued by the new agency, which was created within the Public Health Service by Congress and is charged with raising the uneven quality of medical practice around

#### methods of assessing degrees of pain, discuss the merits and dosages of 29 commonly used pain

# In Other Words By Kevin Boyle



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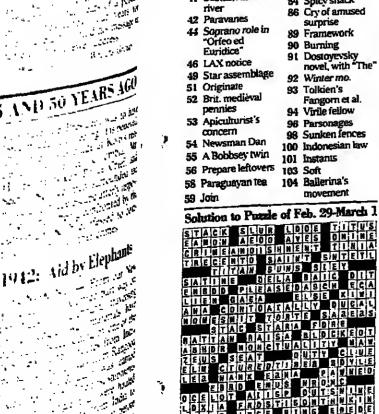
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# Degenerate Art' in Berlin

Re-Creation of Notorious Show Opens to High Praise

By Stephen Kinzer New York Times Service

ERLIN - More than balf a century after Nazi leaders assembled their exhibitioo "Degenerate Art," a sweeping condemnation of the work of the avant-garde, it has

reopened here to high praise.

The exhibition, which was recreated by the Los Angeles County Museum of Art last year, returned to Germany as Germans are beginning to confroot long-repressed truths about the Nazi era.

The exhibition's opening was "a tremendously positive event," said Ina Albowitz, a member of the parliamentary finance committee who found \$2.5 million in the federal budget to pay for transporting and mounting the artworks. "I knew there would be interest, but the oumber of people who showed up and the amount of press coverage is amazing." The exhibition is at the Altes Museum through May 31.

This is the most important exhibition ever shown in Berlin," said Wolf Vostell, a prominent German sculptor. "Of course there are some Germans who will view it in a nega-tive way and say that this art really is degenerate. But there are many open and tolerant people in this country, and they are going to be deeply impressed by the true mean-ing of what is being shown here." The original exhibition was as-

sembled at the direction of Hitler and his propaganda minister. Jo-seph Goebbels, in an attempt to show Germans that modernism was pornographic, subversive and fundamentally anti-German.

To find examples of art they connamed by Goebbels visited 32 German museums and confiscated 16,000 paintings, drawings, prints and sculptures.

Of these, 650 works were selected to illustrate the supposed decadence into which German art had fallen. Among the artists whose works were selected are many oow ranked among the finest of the 20th century. They included Otto Dix. Max Beckmann, George Grosz and

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Impressionist &

Modern Paintings

Thursday, 24th March 1992, at 8 p.m. at the Ritz Hotel.

Nazi organizers crammed the neighbors." 650 condemned works into a small,

The exhibition opened in Mu-nich in 1937, and during the next four years it was seen by nearly 3



"degenerate" work by Karl Schmidt-Rottluff.

million people in 13 German and Austrian cities. Hitler himself was

one of the first visitors. When the original exhibition fioally closed, the 650 artworks were scattered. Some were kept in Nazi vaults, some were sold and more than half were lost or destroyed. Last year, curators at the Los Angeles County Museum of Art reassembled the surviving works, nearly 200, and exhibited them under the title "Degenerate Art: The

In Los Angeles as well as in Chi-cago and Washington, the exhibition was a resounding success, and German politicians and art lovers hastily arranged to bring it here.

Fate of the Avant-Garde in Nazi

Among the speakers at the open-ing on Tuesday was Foreign Minis-ter Hans-Dietrich Genscher. He described Nazi attempts to restrict artistic expressioo as "a step to-Emil Nolde, and several foreign-born artists working in Germany, duced the mass murder of Europe-

among them Wassily Kandinsky, and Jews and the war of Paul Klee and Lyonel Feininger. extermination against Germany's

The paintings in this exhibition poorly lighted series of rooms and have survived oppression and cen-grouped them into categories like sorship," Genscher asserted. "They are not only a monument but also a Insults to German Womanhood" sign of hope. They stand for the triumph of creative freedom over and "Nature as Seen by Sick

The paintings on view range from colorful semi-abstracts by Christiao Rohlfs and Karl Schmidt-Rottluff to a series of works by Emil Nolde depicting the life of Christ. There are also whimsical geometrical experiments by Kandinsky and Klee, along with reflective portraits by Jankel Adler and Ernst Ludwig Kirchner. Also in the exhibition, however, are brutally honest portrayals of war and prostitution by Dix and Beckmann.

They directly challenged Hitler's idealized image of Germany by showing the underside of smodern life and reflecting the fact that humanity is not composed exclusively of happy, perfectly formed Aryans. Other sections of the exhibition document the Nazis' attacks on modernist literature and music.

"All atonal music, as well as rhythm-and-blues, is repugnant to the soul of the German people," asserted Alfred Rosenberg, head of the Association of Struggle for German Art, in a 1942 speech quoted on a placard at the current

Christoph Stolzl, director of the German Historical Museum and one of the organizers of the exhibition, said Nazi leaders were quite correct in believing that modern art

threatened their legitimacy and ultimately their hold on power.

"Adolf Hitler, who considered himself an artist, knew exactly what he was doing when he launched his attack on this kind of art," Stolzi said.

"Hitler believed art had to reflect conventional ideas of beauty and nobility," he continued. "But modern art is about individuality. It reflects the view that each person sees the world in a different way, and that no one perception of reality can be accepted as an absolute truth. The Nazis knew they had to crush that idea in order to survive."

### Mayan Figure Of Huge Bird Unearthed

The Associated Press Cos ANGELES — The targest Mayan sculpture yet found was unearthed in Guatemala by a OS ANGELES - The largest was unear their in Chatchana by a scientist who says the carving suggests religion spurred a major advance in the ancient civilization.

In revealing the discovery, some archaeologists said it was significant because it shows the Mayans were capable of producing large sculptures several hundred years The 34-foot-wide, 16-foot-high

sculpture (about 10 by 5 meters) was carved about 300 B. C. at the base of the tallest temple pyramid in Nakbe, an ancient Mayan city hidden in jungle 350 miles north of Guatemala City. "It's a bird head with an enor-

mous beak that hangs down like an elephant trunk," said Richard Hansen, an archaeologist at the University of California, Los Angeles. The stucco-covered stone bird on

the 150-foot-tall pyramid is the earliest major sculpture known to be incorporated into a huilding, he

Uotil oow, the largest known Mayan sculpture was a 15-footwide, 12-foot-tall mask of a godlike figure found in Tikal, Guatemala. It dates to sometime between A.D. 600 and A.D. 900, Hansen said.



"El Jaleo" took Paris by storm when it was exhibited at the 1882 Salon, and is now the center of a show in Washington.

# John Singer Sargent's Breakthrough

By Paul Richard

ASHINGTON — In 1882, after years of preparation, young John Singer Sargent, a 26-year-old American in Paris, achieved a kind of miracle, entering a state of fiery assurance few artists ever reach. His entrancement lin-gered briefly, for days, perhaps, or hours, but while the spell was on him — with time itself dissolving and harsh archaic music roaring in his ears — his flying brush completed one big picture of oceanic power. Nothing else about the man makes him seem a mystic, but when he painted "El Jaleo" he must have felt himself possessed.

That canvas, 11 feet (3.35 meters) wide, is now on view in Washington. Lent for the occasion by Isabella Stewart Gardner's Boston art museum, it is now throbbing at the center of "John Singer Sargent's El Jaleo," a small but splendid show at the National Gallery of Art.

Sargent was no radical. Instead he is most remembered as a fastidiously fluent servant to the rich - who chose to live abroad, to dine off silver plate and to chronicle in portraits of extraordinary suavity the high and haughty rulers of Edwardian society. He was one himself. That elegant expatriate, that subtle cosmopolitan, never dwelt in garrets. The world in which he lived was not la vie de bohême, but that of Henry James.

And yet when he was young he painted one great picture. Sargent's "El Jaleo" (just cleaned of years of dirt and grime by the conservator Alain Goldrach) now crackles on the wall as if it were alive. It is static, yet it moves. And its hrush strokes are so active, so rhythmic and so musical, you can almost hear them; they seem to fill your cars with shouts and thrums and clapping. What is even more surprising is the way "El Jaleo" shakes one's sense of history. It sometimes tugs you backward to the caves of ice Age Spain, and sometimes pulls you forward to New York action painting, only to return you suddenly, com-pletely, to 1882.

Much about this painting is entirely cooventional. Io its subject — the flamenco — in the motive for its making, in its color scheme and scale, "El Jaleo" is a picture wholly of

ARGENT, when he painted it, was perfectly attuned to the prevailing Paris fashions and the workings of the market. The huge picture he submitted to the 1882 Saloo was cunningly conceived to dominate the walls there, to contribute to the rage for all things sensual and Spanish, to increase the public's disapproval for over-polished brushwork, and and this was paramount — to encourage all of Paris 10 marvel at the brilliance of young John S. Sargent. It did just as he had planned.

Sargent's canvas stars a dancer, surely Andalusian, probably a Gypsy, performing the flamenco in a cave in southern Spain. The unseen candles on the foreground floor, which illuminate her swirling skirts, send glimmer-



Sketch for the main figure.

ings of light deep into the gloom where eight other figures - chanting, clapping, stamping, strumming their guitars and shouting their "oles!" - encourage her fierce dance.

Sargent knew his audience. In the Paris that he aimed to please, Spain and all its strangenesses were in vogue. The interest had been prompted early in the century when the armies of Napoléon fought their way across the Pyrénées. Returning, they brought with them so many Spanish pictures, and yearnings for more, that by 1838 the Louvre had established its own "Galerie espagnole." In 19th-century Paris, scenes of Spanish life were so common that one exasperated critic felt justified in griping that "no exhibitioo of more than, say, 50 modern pictures has been seen within the memory of the oldest living critic which did not contain a Spanish hullfighter."

While most critics of the time thought the art of the Impressionists savage and outrageous, they did admit, when pushed, that French official painting, with its sunlit nymphs and cherubs, was perhaps oversweet. Goya and Velázquez were the Spanish antidotes usually suggested. Velázquez, Velázquez, Velázquez, ceaselessly study Velázquez," was the firm advice that Carolus-Duran, that

fashionable portraitist, offered his best students - one of whom was Sargent, then aged 22.
Sargent did as he was told. In 1879 after he'd rebud told
a fine portrait of his teacher to that year's salon, he spent five months in Spain.

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The paintings he had copied there, the dancers he had seen and the Gypsics he'd encountered had soaked into his memory, where they might have stayed had not "Carmen" and the Spanish caves given them new life.

HEN Bizet's opera was first performed, in 1875 in Paris, it was widely thought indecent. But by 1878, the heartless singing Gypsy—as the painter must have been aware had proved a major hit in Vienna. London and St. Peters-burg, Dublin and New York. And then there were the Ice Age caves. It was in 1879 that their paintings were first noticed: Marcelino de Sautuola, accompanied by his little daughter, had gone to look at one of them, the cave called Altamira, when she happened to look up at what she called the "bulls" painted on the stone.

Exactly such a bull appears in "El Jaleo." It is painted on the wall just above the head of the clapping Spaniard at

the picture's left.

All these varied memories — of his master's teachings, of his own trip to Spain, of Carmen and her music, and of those ancient painted walls — must have boiled up together as that mighty painting began forming in his mind.

The artist's preparations often make one think of an athlete in training. The sketches he made while traveling in Spain, and later in his studio — about 40 are on view are only rarely true preliminary drawings. What makes the work so dazzling is its sudden execution. X-rays have revealed few preliminary markings underneath its brush strokes. Instead, the work was painted in a fervor of centimeters) wide, had been guided by an energy beyond our comprehension, as if the whole vast picture were one spontaneous oil sketch.

One can almost feel the dancer stomp and sweep across the floor as clouds of greenish dust rise behind her in the gloom. The picture also sings the hours of its making; in each highlight and each paint-stroke we sense the drive and speed of the painter's brush. And even as that bull tugs one toward prehistory, the confident ambition that shivers in each detail seems to be a promise given by the painter of great pictures yet to come.

It is oot a perfect painting. The seated clapping man, at left, has been painted rather awkwardly; the inadequate foreshortening of his thighs and knees makes him look a bit like a standing dwarf. But such flaws were hardly ooticed. "El Jaleo" was a smash. A visiting American, Thomas Jefferson Coolidge, a kinsman of Gardner, bought it off the wall — for 10,000 francs — while the salon was still in progress. Before the show had closed, the expatriate American already had become, in the words of one reviewer, "the most talked-about painter in Paris."

The "El Jaleo" show, in the East Building, will travel to Boston after closing on Aug. 2.

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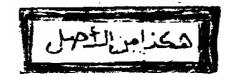
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Kahn's use of space in the Yale University Art Gallery.

# The Light and Silence of Louis Kahn

By Michael Gibson International Herald Tribune

ARIS - When Louis I. Kahn died of a beart attack on March 17, 1974, at the age of 73 (passing through Penn Station in New York on his way home from India), he was widely acknowledged to be one of the world's outstanding architects.
Yet, like Frank Lloyd Wright, who only be

gan to be truly successful in the mid-1920s, when he was over 60, Kahn's rise to fame occurred when he was past 50, and he, like Wright, produced the major part of his work in the last 20 years of his life. As Jonas Salk observed: "For five decades he prepared himself and did in two what others wish they would self and did in two what others wish they could

The originality and the innovative impor-tance of Kahn's approach to architecture is apparent in the very large exhibition (put together by the Los Angeles Museum of Contemporary Art), which just opened at the Pompidon center. It occupies the larger part of the exhibition space on the fifth floor, in a hand-some setting devised by Kahn's admiring yourger collengue Arata Isozaki - a star in his own

S with most exhibitions devoted to architecture, this one demands a certain effort on the viewer's part: There are numerous drawings, executed in broad, authoritative strokes, but also plans, photographs and scale models of Kahn's conceptions, including a number that were never built. This was the case for a synagogue whose design gave the inspiration for Isozaki's setting. A video installation presents interviews and commentaries.

Kahn's work looks "modern" enough at first lance - most of his buildings appear straightforwardly spare and functional and many make which would satisfy the public's need for a



Architect Kahn at work on a model for a project in Bangladesh.

use of plain cement - but viewers who are not involved in architecture can hardly imagine the practical and ideological strictures placed on a builder by peers, technicians and patrons.

Kahn shared a number of the assumptions of the modernist view. "To make a thing deliberately beautiful," he said, "is a dastardly act; it's

an act of mesmerism which beclouds the issue." But he departed from accepted modernist doctrine to the extent that he "accepted the usefulness of history." Kahn was aware that bare function did not suffice to give coherence

to a building: Something else was needed,

meaning. The building had to have "monumentality," it had to have "a spiritual quality."

Examples of this were to be found in the great architecture of the past: the Pantheon or the Baths of Caracalla in Rome for instance, which Kahn admired in terms of pure geometric volume. He was also moved by the Greek temples in Paestum, south of Naples. They exemplified, he said, the moment when architecture began, when "the walls parted and the columns became." And as such they stirred him more deeply than did the more recent and more perfect Parthenon.

Louis Kahn was born in 1901 on Saaremaa an Estonian island in the Baltic. His father left for the United States in 1904, and Louis and the rest of the family followed in 1906 and settled in Philadelphia

Kahn studied architecture at the University of Pennsylvania, where it was taught by three French teachers formed by the Ecole des Beaux-Arts in Paris. After graduating, he got involved in the theory and politics of public housing. He also did some teaching among his peers when they were unemployed during the Depression, and in 1947 he was invited to teach at Yale. Four years later, Yale also offered him his first big opportunity by commissioning him to build the University Art Gallery.

The exhibition presents 15 projects that were completed, and a number of others that fell by the way - including a couple of memorials (one to Franklin D. Roosevelt and one to the victims of the Holocaust).

One of Kahn's finest achievements is the Salk Institute for Biological Studies, in La Jolla, California, which was boilt between 1959 and

The vigorous personality of Jonas Salk gave Kahn the sort of stimulus be could respond to during the elaboration of the project. Salk tures defined by C. P. Snow, and he felt that architecture was one of the tools that could help

achieve this.

The building stands above the sand dunes of La Jolla, looking out to the Pacific Ocean. It is spare, monastically unadorned concrete, its only luxury being the elegance of concept and form which, among other things, affords each resident researcher a view on the ocean.

Other fine buildings include the Indian Institute of Management at Ahmedabad, and the Ser-e-Bangla Nagar quarter in Dacca. Both of them, with their simple, powerful, obviously "modern" forms, appear to embody Kahnis need to crease "very archaic looking buildings-

. . . buildings that will be considered archaic

AHN was always a firm believer in intuition: "The intuitive power is probably our most accurate sense, he would say. And in the later years he gave increasingly free rein to his intuitive language: "Architecture," he declared, "was created at the point where silence and light

But such language did not always go over well with the people who handed out commis-sions. One associate recalls "acting as an intermediary. . . trying to convince them that this guy wasn't some kind of mad poet."

His vocabulary, according to others, had become a smokescreen — but the reality to which it referred still shines visibly, in light and in silence, in the memorable buildings that he

Louis Kahn, "Le Monde de l'Architecte," Cen-tre Pompidou, to May 4: The Museum of Modern Art, New York, June 14-Aug. 18; The Gumna Museum of Modern Art in Japan, Sept. 26-Nov. 3: then to Los Angeles, Fort Worth, Texas, and Columbus, Ohio, in 1993 and 94.

## Birthday for Magazine That Shaped Collectors' Vision

ARIS - The magazine that has been the most important single factor in recasting French attitudes to art has just turned 40.

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When it came out as Connaisseur, a title promptly changed to Connaissance des Arts when the now-defunct British magazine Connoisseur made noises about going to court, its glossy art paper cover sported four porcelain, exotic Chinese birds, cute and colorful. Forty years on, the March 1992 celebratory issue of CdA, as it is often called, carries a "Compres-

#### SOUREN MELIKIAN

sion" executed by Cesar at the suggestion of the editor in chief. Philip Jodidio, a 38-year-old New Yorker who studied economics and art history at Harvard.

The contrast neatly compresses French public as well as a permanent feature of French life to a degree seldom appreciated by outsiders, a passion for collecting. Both the Chinese birds of February 1952 and Cesar's "Compression of Soviet symbols of March 1992 are collectors' items.

Indeed, the impulse that gave birth to Connaissance des Arts came from the collecting world. It started with a Chinese art expert, Michel Beardeley, who on being shown a trade journal listing book prices, including auction results, thought it would be wonderful to have that extended to art auctions. He put it to the auctioneer Maurice Rheims, who was enthusiastic, and the idea was broached to the Realités group. There the art director. Albert Gilou, a man with an unquenchable thirst and a strong eye for buying objects, visualized and gave shape to the magazine. It would be a kind of Réalités of the art world and its collecting con-

HROUGH Gilou's own inclinations and even more so the influence of Nicolas Landau, one of the greatest dealers in post-World War II Europe, new trends rippled through the French art buying community via the magazine's monthly articles. The art of the object was put on the pedestal. CdA carried pieces about "La com-mode Louis XV à deux tiroirs sans travers" or "Luristan bronzes" on which virtually nothing was then to be found in book form. It discussed auction price trends, a complete novelty at the time. It showed collectors' apartments with their ob-



buffs who identified with role models they had read about.

Through Landau, a Polish Jew

born in the early 1890s, immensely cultivated and cosmopolitan but very much molded by German tradition in cultural matters - he would trot out dozens of lines of Schlegel's masterly translations of Shakespeare — a new taste for the rarified appeared on the French scene. Renaissance bronzes, rock crystal from Fatimid Egypt, astrolabes began to looked at as art, not

When Gilou was killed in an accident in 1961, the magazine lived off the heritage, including many article ideas, for five or six years, and thereafter began to run out of steam. It would have died the way Réalités did had it not been bought by a Swiss group represented by an American financier with a stake in the art market, Dimitry Iodidio. There was a difficult transitional period. Relations were tense between the New York businessman and the old crew of journalists when the latter expressed views dif-

ferent from his own. CdA in July 1976 as a 22-year-old trainee within a month of leaving college. In 1978, he was made edi-tor in chief. What looked at the time like a makeshift solution was a jects, a thrill for auction house stroke of genius. The younger Jodi-

dio, as quick on the uptake as his forceful father but subtle and reserved, gradually steered his way through the troubled waters of hu-man relationships. Above all, he was, and still is, passionately interested in architecture and today's world, including the contemporary

Just as Gilou, a generation earlier, had brought in the art of the object, Philip Iodidio increasingly focused on his own topics. With the knowledge of hindsight, he says, it is now obvious that the French public was ready for it. The Centre Pompidou had gone up in 1977 and become an instant raging success. The Musce d'Orsay, opened in De-cember 1986, further redressed the balance in favor of the late 19th and early 20th century.

T that point, the editor decided to go out on a limb and have special is-sues in addition to the monthly CdA. The Orsay issue, doarchetypal success - 253,900 copies, at 50 francs or the equiva-lent in other currencies, have been sold to this day, including 97,300 in English and 32,000 in Japanese. Of the 34 special issues so far, several, Jodidio says, provide insights into the unsuspected inclinations of the

enormous interest in the contemporary world and architecture. To cal of Jodidio's approach. make the point, be cites the Grands Travaux issue of 1990, dealing with cial file on Cambodia takes the major Paris artistic construction works, from the Grand Louvre to the Musée des Sciences at La Villette. Sales are an astonishing 75,000 in France, 35,000 for the English-language edition 11,000

for the Japanese version. Evidence of what Philip Jodidio calls the "broadening acceptance by the French of modern art form" pours in every day. By March 22, when the Giacometti show closes, it is reckoned that 35,000 visitors wil have seen it. "Highly unlikely even a few years ago," he says. Connais-sance des Arts, of course, had a special issue requiring several print runs. The magazine's sales show that he has got it right. The latest audit figure is 49,946 — more than 40,000 of them subscribers — up from

39,007 when Jodidio took over. The latest twist is a new focus on the Far East. The April issue last year had a 50-page dossier special ranging from a long essay on Arata Isozaki, the architect who designed the Los Angeles Museum of Contemporary Art, to a piece on the fashion designer Issey Miyake and his 1990 collection with photo-graphs by Irving Penn. Theirs is a bold move in traditional art maga-



Philip Jodidio, above, and the cover and images — an Araia Isozaki tower at left and a Cambodian statue - from the anniversary issue of Connaissance des Arts.

The French, he argues, display zines, but one made with a restrained sophistication that is typi-In the celebratory issue, the spe-

magazine a big step further. Jodidio writes that he went there at the suggestion of John Gunther Dean, the last U.S. ambassador to Cambodia and now personal representative for Cambodia of the Unesco director-general, Federico Mayor, Dean says more in an interview about the role that Unesco might play in that country than dozens of long analyses. The black and white photographs of Marc Riboud, one of the founders of Magnam, catch the atmosphere of Angkor Wat taken over by the forest. Yet, Philip Iodidio said in an interview, the monuments were barely affected by war destruction. "I saw absolutely nothing that was damaged."

Add other articles in the issue such as "The Renaissance of St. Petersburg" by Helène Carrère d'Encausse, and there can be no doubt that a sense of news hitherto unknown at CdA has been instilled while cultivating an off-the-beatentrack tone.

ner. The expanded art market pages are bland and often lack directness. There is a PR whiff to some of the tion of what Jodidio calls "a French cultural institution" and, after a pause, "the only one run by an American," ensures its continuing expansion. It mirrors the relationship of a whole nation with art while, at the same time, partly shaping it. It has become part and parcel of the French edifice. And that is





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# Italian Fashion

# Return to Designer Retailing

## Glamorous Names Take Over Minding the Store

By Suzy Menkes

ILAN - Out of the frescoed palazzo and onto the shop floor, that is the story for Italian designers for the 1990s. Gianni, Giorgio, Gianfranco and Valentino may not be serving customers from behind the counter, but, metaphorically speaking, fashion's bravura names are taking back control where it really counts — at the point of

· Armani has just baptized a streamkined new store in the Via Condotti in Rome; this spring, Ferré opens his doors in the Avenue George V in Paris; Versace's vast four-floor corner store opening on London's Old Bond Street this summer will rival the temple of fashion be established last year in the Faubourg St. Honore in Paris. Last week, Laura Biagiotti announced that she will open in the fall her first store outside Italy, a swanky shop in New York's Crown Building at 57th Street and Fifth Avenue, just down the block from where Fendi already has a magnificent store.
These fashion flagships will be

flanked by a flotilla of other stores that are increasingly devoted to the second or third lines. These lines need to express a clear identity for the designer and to have well-chosen merchandise. At the end of this year, Valentino will open a five-floor store on Madison Avenue for Oliver, his second line with a young

sporty feeling.

You need a showcase to project a different image for each line, says Giancarlo Giametti, Valentino's partner, explaining why a second line needs first-rate promotion. "I don't trust the policy of most American stores today they are run by bankers. Even in the specialty stores the problem is that they are looking at the cash tills and not the image, and the cashier always has the last word. Little by little, we are getting out on our own.

From the outset, Armani established his Emporio Armani secondary line as a separate entity and a kind of fashion club. Three new Emporio stores will open in North America in the fall in Houston, San Francisco and Vancouver, and they will all have coffee shops or bars where young people can hang out." Shops opening in the summer in England are deliberately targeted at youth-centered areas in London's Covent Garden and in Manchester.

Conceptually, the idea was to distribute through a retail chain and not just to be clothes, clothes, clothes," says

Now, Armani has taken on yet another market with A/X Armani Exchange.

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which opened in New York in December 1991 as an offshoot of Armani jeans manufacturers Simint SpA, in which the designer has a 20 percent stake. The 150 freestanding stores planned for the next five years will compete at the level of

customers who shop at the Gap. An exceptional media blitz greeted the 11 in-store A/X boutiques opened across the United States by Bloomingdale's, Saks Fifth Avenue and Neiman-Marcus. But the really significant thing about this launch was the stringent conditions imposed by the designer on the stores. It suggests a new relationship in



A/X Armani Exchange downhome cotton shirt and jeans.

the 1990s between retailers and forceful designers who now want to take charge of even commercial lines and have a say

in bow the image is presented and where the clothes should be geographically.

"The whole concept of A/X is that it is contained within a shop format, and the success is tight control," says Armani. "In a store, it has to be in key areas on the main floor and a certain square footage. It is not a question of dictating. These are the standards we must have."

The changing face of international retailing has as much to do with these developments as the new attitudes of consumers. The collapse of the mighty merchants of American stores has coincided with a stagnation in specialty stores. These shops, where one smart owner with a sharp buying eye would pick up and launch new designers, still exist. But a new generation in the 1980s, when selling was easy, took one designer label under franchise rather than work out a mix of merchandise that would appeal to loyal longstanding clients.

"And then look what happens — the

for many years panic when things get tough," says Aldo Pinto of Krizia. "If they then decide to close the store, it is bad for the name and the image." Just such a situation has happened in England, where the company holding the franchise for Krizia and Lagerfeld has gone into receivership.

Pinto sees the future of designers in big stores as concessions, like the one he plans with Harrods in London. The store effectively leases the space to the brand, which selects its own stock, chooses its own presentation and puts in its trained and motivated personnel.

"And we exploit their customer base," explains Pinto. In Japan, where designer labels are still strong, stores follow a similar system.

Gianni Cigna, husband and business partner of Laura Biagiotti, will open the New York store at a site where "3,200 people each hour walk past the store." It is a calculated step that he says he would never have taken in Tokyo, where Biagiotti has a happy relationship with Mit-

"There is a big crisis in the world for retail, and franchising is not working very well," says Cigna. "If the store belongs to someone else, I can't control
the way they treat my customers."
Cigna looks back nostalgically to the
days when Lina Lee on Rodco Drive

would give a pep talk to sales staff about esch designer, explaining the philosophy and life-style of the creator. Cigna sees the way forward in the 1990s as joint ventures at retail.

"We have to share the risks in 1992; it cannot only be a relationship between the manufacturer and the owner of the store," he says. In January, Laura Bia-giotti opened a new shop in Milan devoted to her signature cashmere but at relatively hasic, straight-from-the-factory prices. This is part of the new formula of the owner/designer taking a "calculated risk" to bring down prices, which everyone knows are the real sticking point for designer fashion.

The various new deals being discussed by Italy's fashion designers bring a wry smile to the face of Luigi Maramotti. managing director of MaxMara, which seems to have done it all already: the market segmentation to appeal to different customers; lines and labels at varied prices; and above all, a policy of expanding its own retail operations, which started nearly 30 years ago.

"The shops are at the beart of the system and the rhythm of what we do is given hy what happens inside the shops," be says. "Our goal is to keep the industrial system flexible so that it can 'respond' to the demands of the shops.



Valentino's ponyhide taffeta for the new Oliver winter collection.

But my personal feeling is that to build up retailing know-how takes time — and

we started in 1964." Maramotti has always put emphasis on creativity, but he is not dealing with a designer label or an ego. It was, therefore, perhaps more straightforward to structure his business in the way that designers now wish to emulate. From the central MaxMara operation, founded in 1951, came "new branches that became new companies." That meant a Weekend range for MaxMara and Sportmax in 1969; and in the 1970s, commercial clothing under the labels I Blues, Blues Club, Pianosorte di Max-Mara and Prisma. Other companies include three larger-size labels from Marina Rinaldi (1982) and three lowerpriced lines each from Marella and Penny Black

"We try to be very coherent," says

Maramotti. "We never developed licensing and there was a time in the 1980s when people were puzzled about that. But for us, whatever we make has to be part of a total strategy that comes from inside the shops. It is customer led."

As designers take control at retail, the battle for the 1990s will be for the hearts and minds of the picky fashion consumer at sidewalk level - and the way for the rarefied designer to understand what is really going on in the marketplace, "More and more, a shop can be the

way a designer advertises and communi-cates, it is a vehicle to project an image," says Giametti.

"It is wonderful advertising," says Armani. "And I think of a store as my ticket to the customer,"

SUZY MENKES is the fashion editor of the International Herald Tribune.

## The Soft-Shoe Act Shopping for Footwear in Milan

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ILAN — Within a five-block radius in the center of Milan, shoe shops entice with an almost endless variety of styles and prices for men and women. But buyers be warned: Milan is a city for sensible shoes. It may be an international fashion capital, but the Milanese are remarkably conser-

vative, both in their point of view and manner of dress.
At Tonino Crisci (Via Montenapoleone, 3), one of Milan's classy shoe stores, Carla Mastrasso, the shop's manager, cradles a woman's riding boot and says, "Feel this, it's like sifk." The leather is buttery soft to touch, and the boot itself, while holding its form, looks as comfortable as a pair of bedroom slippers.

The softness of the leather and their seeming weightlessness are important features of Italian shoes. Particularly for men, these two characteristics distinguish classic Italian footwear from its English counterpart. Traditional English shoes for men are rigid and heavy, says Fortuna Valentino, vice president at Mario Valentino. "Similarly," she adds, "the way we treat and cut the leather makes women's shoes look more elegant and feminine on the feet, especially with high heels, which are difficult to make."

While women's shee styles often border on the dowdy, Milan does offer fashion footwear that runs the gamut from hante countre to kicky.
Gianni Versace's hand-embroidered and jeweled spiky high heels from his Atelier collection (Via Montenapoleone, 11) are the most extravagant and can cost as much as 5 million lire (about \$4,200). Equally extravagant are Andrea Pfister's jeweled summer evening sandals with delicate two-inch heels (Via Sant Andrea, 2), and the beaded flats and brocade high-heeled boots from Diego Della Valle Couture. Jeweled accents on women's shoes are a continuing theme for spring/summer as is bright color. Shop windows in Milan are full of pastels, like pale purple and pink, icy citrus shades of lemon, lime and orange, as well as bright red and gold. Narrow loafers with tray bows are particularly appealing in Easter egg hues at Prada (Via Sant Andrea, 21).

One of the smartest styles worn by Milanese women is the lace up

ankle boot made popular by designer Romeo Gigli (Corso Venezia, 11). Available everywhere now, the boots are perfect with pants. Similarly, traditional jodhpur boots are trendy and are being interpreted in a number of ways, from the most classic to cowboy versions styled in colored satin with gold buckle details by Versace, black satin for evening from Anna Molinari for Blumarine (Via Della Spiga, 44), and cut off at the ankle at Fausto Santini (Via Montenapoleone, 1).

For the weekend, and now increasingly for the office, Italian men are wearing sportier, American-inspired shoes. Timberland (Corso Venezia, 9) an American company, continues to capture the imagination of the Italian man with an extensive collection of boat shoes and casual Vibram-soled lace-ups. More Italian in spirit, and by far some of the most copied shoes in Italy, are J.P. Tod's, the rubber-soled shoes and boots designed by Diego Della Valle (Via Della Spiga, 22).

T Ferragamo (Via Montenapoleone, 20/5), where comfort is a byword, there are the classic styles for women and men's hand-made tassel loafers; Beltrami (Via Montenapoleone, 16) does moccasins in crocodile, and Prada (Galleria Vittorio Emanuele) goes exotic with a version in ostrich.

The Italian consumers have not, as yet, caught on to the Gucci moccasin revival as others have internationally, but almost every shop and designer boutique in Milan has. Guido Pasquale's models are in sorbet-colored suedes (Via Sant Andrea, 12), Franco Moschino's is in multicolored leather with peace symbol hardware (Via Sant Andrea, 12), and at Gucci (Via Montenapoleone, 5) their own two-tone spectators bave been spring's big sellers.

Some of the wackier shoes to be found in Milan include Dolce e Gabbana's bejeweled wooden platform "Candies" (Via Sant Andrea, 10a), Franco Moschino's laco-up "taxi" pumps, with embroidered driver, passenger and the designer's birthdate as the license plate number, Fausto Santini's thong-toe sandals and chunky super high heels, both with platform soles, and Superga's crocodile sneakers at Iliprandi (Via Solferino, Galleria San Marco).

**Richard Buckley** 

## For Low-Key Producers, Loyalty Is All By Richard Buckley ILAN - While the

big-name Italian designers are burnishing their images this week during the autumn/winter showings of ready-to-wear in Milan, another breed of Italian apparel producers and designers continues to turn out well-designed, quality products year after year without the fanfare. These veterans, who do not con-

sider themselves innovators, are not interested in personal glory. Their prime concern is to ensure a loyal following of retailers and consumers by offering a "do-onething-but-do-it-right approach.
The guru of specialized manu-

facturing and the most established is Alberto Aspesi. Aspesi does not consider himself a designer, gives no interviews and offers no publicity photos. One of Aspesi's collaborators describes him simply as "a husinessman with great style." There are no fashion shows, and for that matter, the collection may or may not be ready on schedule for retailers. No matter, because Aspesi's

men's and women's apparel reportedly sells very well, and in Italy even has a kind of cult following. It is not certain, for example, that this winter's rage in Milan for black down-filled jackets started before or after Aspesi's version appeared on the cover of Italian ogue, but quilted jackets were definitely hot fashion items.

Part of the appeal of Aspesi's clothes is the synthesis of nostalgic thrift-shop styling with a modern anti-fashion attitude that makes them hip. These are clothes you've seen before. They look so pure and simple, and there are no extraneous

RICES are moderate. with men's Aspesi Basic jackets for fall 1992 retailing from \$300 in corduray to \$500 in wool A woman's wool top coat costs around \$760.

The 47-year-old Aspesi has qui-etly built a business of about \$34 million over 22 years, which a com-Dany spokeswoman says is now growing at a rate of about 20 to 30 percent a year. Although Aspesi has controlling interest in the comралу, which produces his signature collection and the less expensive Aspesi Basic line, he is associated with the Italian apparel conglomerate GFT. Aspesi has not expanded to many stores outside Italy, because, as he says with a shrug, "!don't deliver."

What Aspesi is to "cool," Antonio Fusco is to luxurious refinement. Fusco, like Aspesi, is a manufacturer who is not a designer, but whose men's and women's clothing have a strong product identification for their quality tailoring and



Designers Jan Pottorff and Carlos Baker Benitez.

Antonio Fusco

Fusco, 47, is a technician, whose style taps into the sartorial tradition of his Neapolitan roots. He started the company in 1976 as a small atclier of tailors on the outskirts of Milan to make tailored clothing. As the men's business grew, a women's line was added in the early '80s. Women's wear now accounts for 70 percent of the business. The combined turnover is about \$21 million annually.

The styling is classic but not oldfashioned. As fashion evolves each season, there are slight changes in silhouette to keep current. For fall 1992, for example, women's jackets are soft, with natural shoulders and suppressed waistlines. The women's jackets can be serious, but are just as easily worn with jeans and a

Retailers say customers respond immediately to Fusco's comfortable fit and quality workmanship. Examples from the fall 1992 collection include a woman's classic top coat in camel-colored cashmere lined in summer ermine (about \$8,500), a black evening coat with velvet collar and martingale black belt featured in jacket-weight cash-mere (about \$1,700) and a cashmere jacket that is unlined and so weightless it is like wearing a cardigan (about \$1,200).

In Milan, women's clothes by Aspesi and Fusco are available at Pupi Solari and Marisa, and their men's wear can be found at Biffi.

More couture than tailored in his craft, Stephen Janson is one of Milan's best-kept secrets. The 35-year-old Frenchman's fashion experience includes a longstanding friendship with Yves Saint Laurent and Pierre Berge, a design assistantship at Kenzo and a stini with the Genovese couturier Andrea Odicini, where he went "to learn that kind of finishing." In 1980, he move to New York to

work with Diane von Furstenberg. Today, Janson has his own company, which, he is not ashamed to say, does a modest \$250,000 business a season. His business arrangements, he says, allow him total creative control. He doesn't court the press and his private and retail dients (Linda Dressner carries him exclusively in the United States. Maria Luisa in Paris) come to him by word of mouth,

Janson's aesthetic combines the

crything, for day and evening, is based on simplicity of cut. Many of the pieces, in fact, are cut on the bias for a body-conscions look that allows freedom of movement.

clothes to become another person, he says. "My things are so simple they have to be bought by women who understand they are clothes to keep and not just fashionable for a Janson says he doesn't want to

limit prices, and in Italy pieces range form \$100 to \$1,000, depending on the fabric. Therefore, a floral printed bias-cut viscose dress, a funny throwback to Furstenberg, is at the low end, while hand-finished, double-faced wool jackets are at the other.

Jan Pottorff and Carlos Baker Benitez, Americans from Chicago, are not newcomers to Milan's fashion scene. The design team has lived and worked here as free-lance designers and consultants for 13 years, and have experienced all facets of the Italian apparel business. For fall 1992, they are launching

a primarily knitwear collection under the name Jan Carlos. The duo tried their own label five years ago but because of distribution and contractual disputes, the arrangement ended after three scasons. This was followed by a few collections designed for Pour Toi, a well-known knit label, while they rethought their strategy.

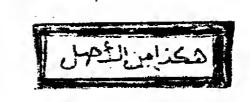
OR fall 1992, their small collection of knits and other pieces in jersey or double-stretch fabrics for women is highlighted by the play of loose cardigans over shapetops and bottoms. One of their technical achievements is form-fitting sweaters with fully-fashioned darts that take on the body's shape. "It's a way of playing with silhouette to make il a bit more servi says Benitez

We're not product people." Pottorff says, so we'll always do something that's a little far ahead. Although the image of the collection is young, it is still wearable by a lot of different women, and the quality is there.

"I think knit and jersey are a modern way of dressing," she adds. "And in knitwear there is still so much you can do, because there's already so much out there, but it's either classic or cheap."

Perhaps it is because fashion has such a homogenized look today that the return to a specialized ready-to-wear, with limited production and distribution, is so appealing. Designers and manufacturers offering a unique product the way couture and designer ready-to-wear used to, might keep retailers competitive and consumers interested

RICHARD BUCKLEY is European editor for Mirabella magazine



# Italian Fashion

## Shoe Act tıcear in Milan

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Richard Buckley

## Phantom of the '90s

## Milan in Search of the New Customer

By Alexander Lobrano

ARIS - The Italian fashion industry is coming to terms with the emergence of a mysterious oew phantom—the consumer of the '90s. The free-spending, designer-doting shoppers of the '80s are gone, and the challenge oow is to understand and adapt to a change in buying patterns that is almost as dramatic as that following the 1929 stock market crash.

So, who is this "new" customer? Ask most people in Milan and the brany of characteristics they recite — quality, conscience, sincerity, discretion, sobriety — sounds like the subject roster for a series of Amish prayer meetings. In this light, many producers are trying to distance themselves from being identified with fashion, which bas come to serve as a sort of code word for self-indulgent, ephemeral, shallow. What's being embraced instead — quality and classi-cism—are actually, however, the original values of Italian fashion, as defined by companies like Ferragamo and Gucci, before the cycle of fash-

on went manic in the "70s and '80s.

Quality, especially in relation to price, is cited more often than any other single factor as the key to attracting the '90s consumer. "In the '80s, women bought according to designer labels and were less interested in quality and technique," says Giorgio Bolognini, commer-cial and marketing director of Franco Mos-chino. "Now, in the '90s, quality is key."

"Young people really crave quality," says Dawn Mello, executive vice president and creative director for Gucci. "This is why they frequent thrift shops and flea markets. They want the craftsmanship of another era." Ferru-cio Ferragamo, one of the directors of the family firm, speaks for many when be says,
The consumers of the 90s are more aware. They do not buy a product only for the label; they want quality in terms of fashionable but classic items that offer the best possible value

for the money."

They also want to feel good about the clothing that they buy, "lo the '90s, there's a sense of conscience," says designer Giorgio Armani. "The '80s were a moment of money, fun and easy living when people supposedly didn't care about substance, and clothing reflected this. ... Now, to the '90s, with the world disrupted by violence, powerty and sickness, people are awkward and confused. They feel as though they should be paying attention to economic problems but after a while they lose interest. They still understand, though, that it would be indiscreet to display whatever wealth they have

and so they dress somberly."

A new practicality is also a distinguishing characteristic of this consumer metamorphosis. "The most important change between the '80s and the '90s in the way women shop is that they've almost completely stopped buying oo impulse," says Giancarlo Giametti, president of Valentino. "Today, women buy like men, or only when they need clothing. Before, they bought winter clothing in July just because

they liked it; now they're much more seasonal

Other elements of this change range from a reaction against consumerism stemming from environmentalism to a subtle evolution of public taste. "The taste level of the mass public is becoming more sophisticated," says Fabio Gnocchi, general product manager of Etro, the Milanese silk-weaver and luggage maker that has recently diversified into apparel. "Today's customer wants a great subtlety and simplicity. During the '80s, people were influenced by ads and designer signatures. Today, more and more of them buy according to their own taste."

A look at some of the Italian producers who are thriving, gloomy economic conditions oot-withstanding, reveals another vital aspect of the oew age: Many consumers are wary of packaged images and more willing to identify with a trademark or an anonymous label than a design-er name. Gucci, the Italian luxury house has enjoyed a spectacular revival under the direction of Dawn Mello, former president of Bergdorf Goodman. Mello says, "What we've been rrying to do is regain customers who had moved on when the product losi its standards and then to introduce ourselves to a new generation of customers ... It's important to note, too, that we consider ourselves as a trademark and not a design house. Our fashion evolves, it doesn't automatically change from season to season." A good example of the new Gueci approach.

which is not just about renewing classics hut erratiog them, is the introduction this season of what Mello calls the "Moccasino," a Gucci loafer styled platform shoe. "With this oew shoe, we've taken the classic Gueci loafer and given it a modern personality."

WO other conspicuous recent Italian successes are Giorgio Armani's new A/X shops in the United States and Franco Moschioo's Cheap and Chic boe. A/X, which was launched in New York last fall, offers a complete range of casual knits, jeans and clothing that rarely cost more than \$100, and it has been a hige success. "People want quality basics, but with a creative muse," says Armani in explaining the popularity of A/X. He has just opened another 15 A/X. shops in Dallas, Atlanta, New Orleans and Minneapolis, amoog other U.S. ciues, and has tentative plans to introduce the concept in Europe in 1994.

Buyers at stores ranging from Galèries La-fayette in Paris to Browns, the chic London boutque, have a new mantra: Cheap and Chic. This second line by designer Franco Moschino, who has long enjoyed tweaking the Milan establishment with items like a jacket that bore the logo "this jacket cost 1,000,000 lire," was introduced four and a balf years ago and is one of the bottest selling labels io stores every-where from New York to Nagoya. "We doo't really believe in fashion," says Giorgio Bolog-nini of Moschino, "we've always had a very classical point of view, and we've always known that there are more important things in bie than clothing, which is what our ad cam-

In the '80s, women bought according to designer labels. Today, their own taste is the key.

paigns have been about. And now in the '90s, the world has caught up with this idea, and people want very well-made classical clothing that has an appealiogly irrevereot message."

NN Studio, the design collective founded by
Donato Maino and Carla Sozzani, Romeo

Gigli's former partners, has also created a stir in Milan. NN stands for "oo name," a reflection of the company's conviction that a single high-media profile designer is no longer either necessary or desirable in the '90s,

With a style that sympathizes with the broad natural-basics category defioed by the Gap and the American designer Zoran, NN studio will eventually also produce furniture, per-fumes, and home furnishings.

Beyond specific beliwether success in the market, the entire Italian industry is struggliog to bold down prices without sacrificing quality. The country's already high and ever-increasing labor costs make this a particular challenge. especially since the Made in Italy label still carries a special cachet.

Aside from the automation of production and a shift to less expensive and sometimes imported fabrics, companies are trying a variety of strategies. The goods on sale at A/X Armani, for example, are sourced internationally, with 40

percent coming from the United States and 30 percent each from Italy and the Far East. Giancarlo Giametti says that Valentino is investigating local production in the United States and Japan, and other manufacturers are also consid-

ering licensing agreements.
Luxury-goods producers are also responding to price pressure. "We're lowering a lot of our prices for this coming season," Dawn Mello says. "But as a sign on Maurizio Gucci's desk says, quality is remembered long after price is forgotten, so we're finding ways to streamline the production of various items without compromising the basic quality."

Many think that the new sensitivity to qualiwill endure. "You can't sell steel the same way that you sell gold," says Fabio Gnocchi of Erro. "Once people have a certain set of expec-tations, they're difficult to change." Selling fashion isn't like selling gold or steel, however. As Giametti observes, "Our image will always be based on dreams. We still believe that a hopeful vanity is the key element in fashion whatever decade it may be."

ALEXANDER LOBRANO is a Paris-based

## Creators of Fine Lingerie Maximize the Minimum

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By Michèle Loyer

ARIS - Some luxury products seem 10 weather recessionary times better than others. And luxury lingerie, as frivolous and noesseotial as champagne for breakfast, continues to sell well. No one understands luxury products better than the Italians. Beautiful lingerie, like fine leather goods or hand-embroidered linens, belongs to the Italian tradition. Today it is big

Although the liogerie industry in Italy is split into thousands of small family-type units. selling in turn to a complex oetwork of specialseining in turn to a complex of work of special-ty shops, sometimes a small business turns into a giant. One of the best examples of a success story all Italiana is Gruppo La Perla. Now the fifth largest textile group in Italy, La Perla had a modest start in the '50s, selling out of a Bologna apartment.

out of a Bologna apartment.

At the time, Ada Masotti, the founder of the

firm, was a concierge and part-time corset-maker with a clientele of elegant, upper-class women. Beginning with two sewing machines, Masotti, with the help of ber business partner and traveling salesman. Ubaldo Borgomanero, built an empire, employing 2,500 people and producing 20 product lines, from lingerie to

women's and men's wear. In 1991, La Perla's gross reached \$455 mil-lion, with the luxury lingeric line representing 50 percent of the total.

The company's rapid expansion into specialty outlets, department stores and duty-free shops coincided with an explosion of hedonism, but it is the basic philosophy of Ada Masorti that bas ensured its lasting success.
"Never compromise on quality and innovation," Masotti said.

A Perla continuously improves its technology so it can quickly adapt to oew treods. Some of the now commonly accepted technical breakthroughs in fabrics, such as elastic laces and tulle, pleated polyester or silk-like microfibers, were developed for the company.

But much of La Perla's international success, rather than its styling and fabric innovation, comes from its aggressive communica-tions strategy. La Perla's yearly advertising investment represents about 15 percent of its

Gruppo La Perla carries several lingerie lines. including Malizia and Occhi Verdi, but the original La Perla collection established its prestige image. A sophisticated, even slightly theatrical, product, La Perla lingerie is aimed at the woman who loves her body enough to spend as much as \$355 for a bodysuit or 800 francs for a bra—and, of course, intends to show it off.

In recent years, La Perla, like many other Italian fashion houses, has come to Paris for international consecration. Paris and the French market have become a crucial axis of the firm's international communications strategy. "The French market is essential to us a

platform for our image," says Frederic Avril-laud, manager of La Perla's Paris office and

director of communications.

But selling La Perla products in France is another challenge. "Trying to sell lingerie to the French, the world's lingerie specialists, is like bringing coals to Newcastle," says Jacqueline Segal, chief buyer of Bon Marche, the recently revamped Left Bank department store. Yet, La Perla sells very well in department stores, as well as through its oetwork of

350 specialty shops.

Despite the current doldrums in the American market. La Perla's business is still brisk at the most important department stores there. "We are still doing millions of dallars of business with our New York and West Coast cli-

Beginning with two sewing machines, Ada Masotti built an empire.

ents," notes Piera Matteini, a lingerie buyer for

AMC Italy.

Driven to produce high-quality merchandise, La Perla's Achilles' beel is probably its price level - around 25 percent higher than that of other lines. And, in difficult ecocomic

times, the price factor prevails.

So, it is on price that La Perla's potential challengers base their strategies. Delmar, a Como-based lingerie manufacturer, also sells high-quality lingerie along with swimwear and cruisewear lines. Ritrato di Delmar retails for about a quarter less than La Perla for a similar product, but Delmar does oot have the aggressive advertising campaign that has secured La Perla's image.

Another source of competition comes from fashion designers who have their own lingerie lines. Among them, Gianfranco Ferre stands out, Ferre has brought a new vision inspired by couture technique to lingerie. His strapless bodysuit with a preshaped bra has been copied

Doke e Gabbana, the Sicilian designers, have always been inspired by lingerie in their ready-to-wear collection. Their recent lingerie line is both sophisticated and simple, a step away from the traditional laces and tulles.

Will the recession affect the look of tomor

row's lingerie? Probably, and not only its look but its price. A recent survey by the French Lingerie Federation indicates that the frankly flaunt-it, oarcissistic lingerie — worn outside as well as in - should gradually calm down. As the fashioo pendulum swings back toward more subtlety, bras and bodysuits will go back to what they used to be: intimate garments,

with comfort and simplicity prevailing.

But the lacy bra and saucy garter belt aren't likely to disappear. They will just go back into hiding until an appropriate moment to emerge:

MICHÈLE LOYER is a Paris-based Journalist.

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INTERNATIONAL HERALD TRIBUNE, SATURDAY-SUNDAY, MARCH 7-8, 1992

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## ECONOMIC SCENE

## World's Next Cold War **Might Be About Money**

By Leonard Silk nai Herald Tribune

EW YORK — The easing of East-West tensions and the end of the Cold War raised hopes for a long spell of world peace and economic development. But in the wake of the disintegration of the Soviet empire have come political shocks, like the war in the Gulf and the civil war in Yugoslavia, and a world economic slump.

Is this just a painful transition period the world is passing through before getting to what President George Bush has called "the new world order?" If so, how do we get there from here? Or, to borrow from Gertrude Stein, is there a there there? To grapple with such issues, and related problems of political

structure, international markets, population growth, tech-nology, ethics and values and ecology, the United Nations Development Program has just published a five-volume work, "Change: Threat or Op-portunity?" to which more than 80 political leaders and scholars contributed.

With stronger growth ahead, there is also likely to be greater economic instability.

In unveiling the encyclopedic work at United Nations headquarters in New York this week, one of the authors, Professor Lawrence R. Klein of the University of Pennsylvania, a Nobel laureate in economics, took the hopeful view that the present troubled time is indeed a period of transition toward a new era of more rapid growth.

But, with the stronger growth that lies ahead, there is also likely to be greater economic instability. "The world economy will probably experience more cyclical sensitivity throughout as the market system spreads," Professor Klein said.

During the present transition period with economic restructuring in Eastern Europe and the former Soviet Union, nearly every country is undergoing a painful readjustment.

PROFESSOR KLEIN said: "Nevertheless, the present re-cessionary and near-recessionary corrections taking place in many countries are just that — corrections." When a number of countries enter their expansionary cyclical phases, be predicted, "they have the potential for enjoying an unusually good prospect for the medium term because of the expansionary effects of the Single Market in Europe and the need for making large capital transfers, East to West and North to South."

The development of new areas of the world, combined with a

strong inventory of technological advances, will lay the founda-tions for an expansionary period that could last through the end

of the century.

The decade of the 1990s, Professor Klein said, could be more favorable for economic advancement than the 1950s and 1960s—history's most rapid period of world economic growth. But other contributors to the U.N. work pot far greater stress

on the threats than the opportunities ahead.

Shafiqul Islam, a senior fellow at the Council on Foreign Relations in New York, warned that the 21st century may experience "a capitalist Cold War."

The challenge is to develop a new strategy, he said, not for containing Communism, but for containing capitalism—that is, "to manage the breakdown of the postwar bipolar order and prevent the deadly fallout of a capitalist conflict from derailing the transition to a new multipolar world."

Mr. Islam is most alarmed over worsening frictions among the

United States, Japan and Europe,
The capitalist country that stands to lose the most from this transition, he said, is the United States — still the world's only economic and military superpower.

How America deals with its domestie weaknesses in the 1990s will determine not only its own position in the world order of the next century, but, more critically, how costly and destabilizing the capitalist Cold War turns out to be.

The United Nations' five-volume catalog was edited by a Turkish scholar, Uner Kirdar.

**CURRENCY RATES** 

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## Thorn to Buy Virgin for £510 Million

By Erik Ipsen
International Hereld Tribune
LONDON — Calling the transaction "the best of both worlds," Richard Branson announced Friday that he was selling his Virgin Music Group to Thorn EM1 for £510 million.

The \$872 million deal will leave Virgin as an iodependent label under the Thorn EMI umbrella. It will provide Mr. Branson with cash to pursue his current obsession - building his Virgin Atlantic Airways into a carrier serving a dozen cities around the globe.

Mr. Branson described his relationship with his music company over the last few years as one of an "absentee landlord, wheeled in when needed." Nonethless, Mr. Branson made it clear at a news conference that be still had some mixed feelings. Wearing an open shirt and green track shoes as he sat between the sober-suited Thorn EMI ex-ecutives, be talked wistfully of having worked with key executives and artists at Virgin Music "since we were teenagers."

In a development that surprised many analysts, Mr. Branson will have oo ongoing ownership stake in Virgin Music. He will, however, bear the title of president for life and is

The Associated Press

Friday gave lawyers time to renego-

tiate a settlement of lawsuits

against the jailed financier Michael

Milken that was derailed when reg-

ulators rejected a \$1.3 billion deal. U.S. Distriet Judge Milton Pol-lack delayed until Monday a hear-

ing on a settlement spurned by the

A pact would resolve all lawsuits against the former Drexel Burn-

tives stemming from Mr. Milken's

Milken and others for billions of

followed complaints that Mr. Mil-

admitted crimes,

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much as \$125 million.

Federal Deposit Insurance Corp.

NEW YORK — A federal judge

and winning Virgin's stable of artists.

For a company with 1991 pretax profit of only £13 million on sales of £330 million. Virgin Music's price tag might seem a bit steep. "If Thorn were buying it for its present earnings it would be daft," said a Londonbased analyst. "You don't buy earnings, you buy talent."

In fact, Thorn EMI's chairman, Colin Southgate, also admitted that Virgin was a company with virtually nothing in the way of tangible assets. Nonetheless he predicted, "We feel sure we will make a lot of money out of this combined company." He forecast that Virgio Music would make a positive contribution to its new parent's bottom line by the second year.

That forecast hinges upon Virgin, which has no manufacturing and distribution facili-ties of its own, putting those of its new parent to use. Jim Fiefield, the chief executive of EMI Music, spoke of "the substantial unit volume increases in our factories" as a result of adding Virgin's production, and said, "now we will be able to spread our fixed costs over substantially more units."

Mr. Branson chose to highlight the Britishness of the deal. He pointed out that the two

expected in that capacity to continue wooing British companies combined would become one of the world's top three music companies, along with Warner Brothers of the United States and Polygram of the Netherlands.

Mr. Branson also said that notion of creating a British giant sat well with some of Virgin's local talent. "Mick Jagger rang last night and was very pleased with what we were doing: very, very pleased with its British content," said Mr. Branson.

For Virgin Atlantic, the impact of the sale will be substantial. "We have enough money from this deal to see the expansion of the airline to its completion," Mr. Branson said. He estimated that after payments to mi-

nority shareholders in Virgin Music, includ-ing the 25 percent stake held by Japan's Fujisankei Group, he would be left with just under £400 million.

Thom EMI's executives said that the combined companies would undoubtedly shed some employees.

But Mr. Branson predicted that his investments in his airline's new routes to San Francisco, Sydney and other cities would mean taking on "many many" new employees. "I am not the sort of person to put my money in

#### EC Told to Seek Zero Inflation Milken Deal: Judge Allows By Richard E. Smith tonal Herald Tribune FRANKFURT - Otmar Issing, the Bundesbank's though Germany's own inflation rate, stoked by the **More Time**

chief economiss, warned Friday that the future Euro- strains of reunification, has surpassed rates in the pean central bank should oot settle for anything less than zero inflation as a goal,

Even as he spoke at a symposium in Innsbruck.

Mr. Issing said he regretted that the Maastricht however, several German states reported sharp jumps in inflation for February, sending a chill through monetary union, may have softened the idea of price German markets.

The populous state of Bavaria issued preliminary figures showing that inflation had risen by 4.7 percent in February, up sharply from 4.3 percent in January, while the state of Hesse recorded a rate of 4.6 percent, up from 4.1 percent. Although many economists expect inflation to rise to over 5 percent this spring, they generally had not expected such a sharp jump so soon.

Mr. Issing geared his remarks to those who assume ham Lambert Inc. junk-bond fi-nancier and other Drexel executhat the concept of price stability, the chief goal both of the Bundesbank and the future European central bank, allows by definition a degree of inflation.

"To the interpretation of the goal of price stability, it bas to be established from the beginning that this means an inflation rate of zero or absolute price The FDIC, which blamed Mr. stability," he said. dollars of losses at failed thrifts "If price stability were explicitly or implicitly unthat bought Drexel bigh-yield boods, would have received \$500 derstood to mean an inflation rate of 2 percent, for example, this might be interpreted as a sort of floor by million in the settlement. Mr. Mil-

the central bank," he said.

ken denies any wroogdoing in the The Bundesbank has itself often alluded to a midterm goal of bringing Western Germany's inflation, most recently recorded at a rate of 4 percent in The FDIC rejection Thursday January, down to 2 perceot. Even Bundesbank offi-cials have acknowledged, however, that it may be impossible to do this in the course of this year. ken got a "sweetheart deal" because he would have retained as

hard-line strategy to champion a strict anti-inflatioo regimen for any future European central bank even United States and several European Community states, including France.

stability.

The Maastricht formula will allow a country to enter the monetary union if its inflation rate is no more than 1.5 percentage points higher than an average of the three lowest-inflation states. The program calls for full economic and monetary union as early as 1997 and no later than 1999.

Mr. Issing said that the formula made the idea of price stability "relative," possibly allowing states with inflation rates as high as 5 percent to 6 percent to enter

He said it might have been preferable instead to fix absolute rates as entry criteria, especially since the oew bank will only be able to establish its credibility if it shows it can hold inflation low in the first crucial years of its existence.

Mr. Issing likewise feared that the Maastricht formula may have been too lenient regarding state budget deficits and national debt. The treaties say that a budget deficit should not exceed 3 percent, and overall debt should not exceed 60 percent, of gross domestic product. But the treaties allow what he termed "room

for maneuver" on both counts.

Italy, Greece and Ireland currently have debt roughly equal to gross domestic product, while Belgium carries a burden totaling about 130 percent.

## **Court Ruling** Penalizes Exor In Perrier Bid

Compiled by Our Staff From Dispatches
NIMES, France — A French court on Friday suspended onethird of the voting rights held by Exor SA and other Agnelli family allies in Source Perrier, a decision that favors Nestle SA in the battle for the Freneb mineral water

group.

The Nimes commercial court ruled that Exor and two allies had violated Bourse regulations by fail-ing to inform regulators when they raised their stake in Perrier above

one-third in May 1990.
As punishment, it suspended one-third of the 35.5 percent voting stake owned by Exor and two subsidiaries of the French bank Societé Générale, cutting their holding to 23.7 percent for two years.

While the court order fell short of Nestle's request for a five-year freeze of the 35.5 percent stake, lawyers for the Swiss food giant said the penalty gave Nestle and its French merchant banking ally, Banque Indosuez, a tochold in the struggle for Perrier, since the Exor group no longer controlled a ma-

jority of Perner's voting rights. An Exor spokesman said, how-ever, that since the 13.8 percent stake beld by its ally, Saint-Louis SA, was not affected by the court order, the Exor camp retained control more than 37.5 percent of the

shares. And since the voting rights of some Perrier shares are frozen, the 37.5 percent stake that the Exor camp controls represents 42.5 percent of current voting stock, the spokesman said.

"This is a weakening of our posi-tion, but we still have a strong posi-tion," he said.

The 49.3 percent stake held by the Agnellis and their allies before the court order had formed a virtually insurmountable barrier to Nes-ile and Indosuez, which had needed to buy almost all the shares not owned by the Exor camp to win. This gives us room for maneuver in our takeover bid," a lawyer for Nestlé said.

Both the Exor and Nestle groups are bidding 1,475 French francs a share for Perrier, valuing the company at 13.3 billion francs (\$2.34 billion).

But unlike Nestle, the Exor group has pledged to buy all Perrier shares that are tendered. Exor's shares fell 25 francs, to

1,455 francs each, on the Paris Bourse. Perrier shares rose 28 francs, to 1,568 francs.

Arab Banking Corp. and Goldman Sachs & Co. were net buyers of Perrier shares Thursday, the stock exchanges association said.

## **O&Y Denies Bankruptcy**

NEW YORK - Olympia & York Developments Ltd. on Friday denied rumors it was headed for bankruptcy after announcing plans to curtail some borrowing and sell additional assets.

"Olympia & York is current on all its obligations and expects to remain so," a spokesman for the company said, adding that there was "no accuracy to the rumors" that the real estate and natural resources cooglomerate will file for bankruptcy protection from its

Rumors circulated this week that mounting financial problems at the privately held Canadian company could have grim consequences for the entire banking industry. Recent reports have hinted at the possibility of a massive debt restructuring or a bankruptcy filing.

The spokesman said Olympia & York was in the process of retiring two of its three outstanding commercial paper programs. The first program has been winding down for some time and will terminate oext week, he said.

## **Business Confidence** Hits a Low in Japan

By Steven Brull

TOKYO - Japanese business sentiment has sunk to its lowest level in more than four years, a widely watched government report showed Friday, underscoring the severity of an economic downturn that will likely be deeper and more drawn out than expected just a

The Bank of Japan's quarterly short-term economic survey, or tankan, indicated that more of the major manufacturing companies were pessimistic than optimistic, the first time a negative view has held sway since the surging yen ravaged the economy in 1987. The nonmanufacturing sector was positive on balance, but far less so

"The economy is in for a hard time," said Richard Koo, senior economist at the Nomura Research Institute, "and very determined government actions, on both the monetary and fiscal fronts, are needed to reverse the trend." The tankan heightened expectations that the Bank of Japan will

cut its official discount rate another half-point, to 4 percent, probably within the oext few weeks. But it also suggested that the economy See SURVEY, Page 15

## Michelangelo Virus **Was a Global Dud**

puter users reported only scattered personal computers.
Otherwise, little trouble was regelo virus and no widespread damported in Japan. Japan's personal

problems in the United States and

Many computer users heeded warnings in the news media and blocked activation of the virus by either advancing their IBM personal computers' clocks a day or not switching the machines on. Others ran special anti-virus programs. The virus was set to wipe out data on any infected computer on the 517th anniversary of the Renaissance master's birth.

"It seems to be a pretty low level of infection," said George Heidekat, a spokesman for Carnegie Mellon University in Pittsburgh, whose Computer Emergency Response Team worked with companies, governments and universities nationthat their computers were not hit.

computers affected. closed for the Muslim day of pray- nuclear plant of the Consumers er, there was little risk of damage. Power Co. in Michigan, the U.S.

and civil engineering firm lost an er systems of at least five Japanese estimated \$20,000 to \$30,000 worth companies. (Reuers, AP)

Compiled by Our Staff From Disputches of data, including architectural NEW YORK - Personal com- drawings stored on three of its 20

About 10,000 IBM PCs were hit local makers and only about a fifth around the world, mainly in South of the PCs in Japan are of the IBM-Africa and Asia. There were few compatible type.

Andy Robertson, a systems analyst at Bank of New Zealand, said the publicity bbtz probably outweighed the threat. "It's 90 percent hype," he said.

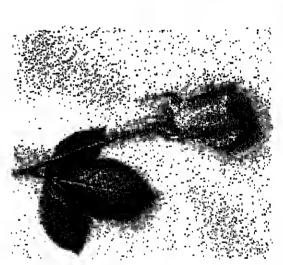
In Sydney, a telephone hottine

operated by an electronics compa-oy was swamped with calls but only two cases of the virus were identi-Computer service companies in

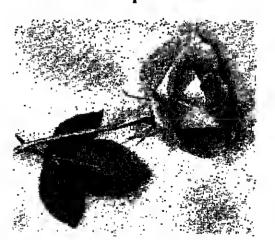
Taiwan said they received a few reports of the virus on Friday but that they were oot serious. There were no reports in Hong Kong, China or South Korea. Computer viruses are the electronic equivalent of biological

bugs. They sneak into computer systems aboard infected discs or in CIA, the Pentagon and the State and Treasury Departments said that their committee are more than 1 000 bears. There First discovered in Europe last

South Africa was the country hardest hit, with more than 1,000 year, Michelangelo has been found in the United States in Leading With Middle Eastern offices Edge Products Inc., the Palisades There were no reports of any Agriculture Department, a few ma-problems in France, and only a few chines io the House of Representatives, and a California newspaper. in Japan, a small architectural It also has appeared in the comput-



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**EUROPEAN FUTURES** 

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Stock Indexes

Sources: Routers, Matti, Associated Press London Int'l Financial Futures Exchange Int'l Petroleum Exchange.

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## **Swiss Intervention** Weighs on Dollar

NEW YORK - The dollar ended mostly lower on Friday after a session of volatility and confusion over U.S. economic data and intervention by the Swiss central bank.

The dollar ended at 1.6675 Deutsche marks, down from 1.6700 DM at the opening and 1.6720 DM at

#### Foreign Exchange

the close on Thursday. It also finished at 131.85 yen, up from an opening of 131.66 but unchanged from Toursday's close.

The dollar mitially rallied half a pfennig on news of a sharp rise in U.S. ponfarm payrolls in February. But skeptics said the payroll gains were heavily concentrated in the retril sector and inflated by seasonal adjustments.

Heavy intervention by the Swiss National Bank, which defended its currency with purchases of francs against both dollars and marks, surprised participants and added to

"Everybody's afraid of intervention, they were in convincingly," Tom Moore of American Express Bank said of the Swiss.

He noted that the central bank stepped in at a time when few were expecting it, at least not from the Swiss who rarely join other central banks. Except for Canada late in the day, other central banks were not seen although rumors circulat-ed about possible intervention by the Bundesbank and others.

The Swiss were rumored to have sold as much as \$1 billion and 1 billion DM.

The dollar fell to 5.6645 French The dollar ended mixed in Lon-

don earlier at 1.6750 DM, up from 1.6728 on Thursday, and at 131.85 yen, down from 132.15 Thursday.

## JOBLESS: Quirks Blur the Data

opened higher and then dropped back to the session's lows by midday. The Dow closed 19.90 points

driven hy expectations about interest rates, which these days drive it far more vigorously than events in

#### N.Y. Stocks

the real economy. What the expanding payroll figures signaled to the market was that the Federal Reserve Board would keep its credt policies on hold. Those policies have kept the returns oo bonds bet-

ter than those on most stocks.
"With loog Treasury bonds
yielding around 8 percent and safe corporate bonds even more, you have to be a real dichard to put money into stocks," said Hugh Johnson of First Albany Securities. "Most people now are taking another lonk and putting their money into bonds. A close analysis of the employ-

ment figures confirmed recent staustical snapshots of an economy at least not getting any worse and probably getting better. The gain of 164,000 jobs in February more than offset the loss of 149,000 in January. a modest improvement after statistical quirks were woned out.

The Labor Department warned that these figures, which are not actual but seasonally adjusted, may be suspect because 133,000 of February's new jobs were listed in retail trade. The recession caused a collapse in retail hiring during the last Christmas season, so fewer retail workers were fired afterward. When the actual changes were racked up against the more extreme seasonal fluctuations, they produced the misleading data for retail hiring.

**WORLD STOCK MARKETS** 

The dollar closed at 1.5135 Swiss francs, down from 1.5255 on Thursday. The mark fell to 0.9076

francs from 0.9121. francs from 5.6800. The pound rose to \$1.7190 from \$1.7175.

#### (Continued from page 1) The department said the retail

trade is probably improving at a slower rate hut pointed to other bright spots. About 30,000 automobile workers returned from lay-The stock market's behavior was offs to belp boost car production, which had been spurred by February sales. That boosted otherwise declining employment in manufac-turing by 12,000 jobs. The average

work week increased sharply by 0.4 bours to 34.7 hours after falling in January, another sign of recovery. Although economists generally predict a weak recovery later this year, Friday's figures left them di-vided over whether it had actually

> Gordon Richards, economist B the National Association of Manufacturers, found it "extraordinarily difficult to figure out what is going on in these statistics," but made a stab at it this way:

**Amex Diary** 

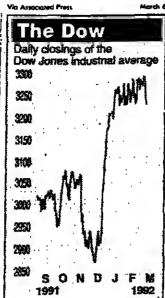
NASDAQ Diary

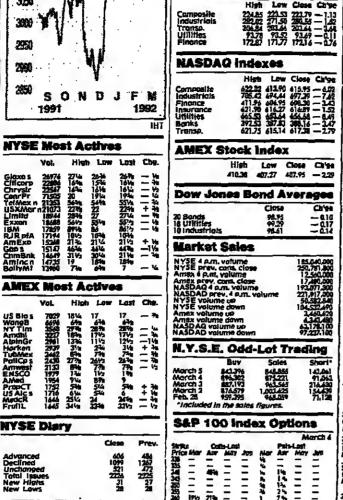
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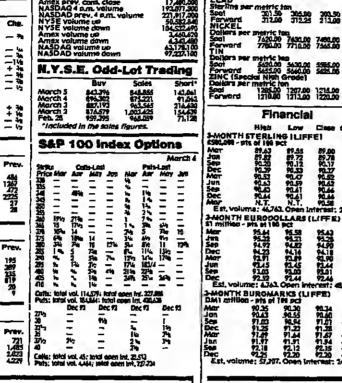
"The reported increase of 164,000 jobs is scarcely awe-inspiring, but it would be consistent with other indi-cators than the first quarter will show weak positive growth rather than a relapse into recession. There were embryonic signs that the decrease in employment has bottomed out, and may now be moving upward, albeit rather gradually."

Declining stocks outnumbered advances by nearly 2 to 1 on the New York Stock Exchange, and broader indexes as well as the minor markets also retreated.

Citicorp was the second mostactive issue, falling 1/2 to 16. There were reports C.J. Lawrence had withdrawn its buy recommendation based on Citicorp's exposure to Olympia & York Developments Ltd. The strapped real-estate developer denied rumors it might file for bankruptcy.







**Dow Jones Averages** 

Standard & Poor's Indexes

**NYSE** Indexes

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## Italy May Sell ENI Stake This Year

ROME - The Italian government may sell a 10 percent to 15 percent stake in the giant state-owned energy group Ente Nazionale Idrocarburi this year, Budget Minister Paolo Cirino Pomicino said in a magazine interview released Friday.

Mr. Cirino Pomicino told the weekly Mondo Economico that the stake may be floated in the fourth quarter, after the group is transformed into a joint-stock company. He said the stake would be offered to domestic and international investors; be gave no price. The government has budgeted to raise about 15 trillion lire (\$12 billion) this year through the sale of stakes in state holding companions and other acceptance.

But Mr. Cirino Pomicino said the government bad no intention of letting its stake in EN1 or the state industrial concerns Istituto per la Ricostruzione Industriale or EFIM fall below 51 percent.

## U.S. Says Canada Dumps Lumber WASHINGTON (Reuters) - The Commerce Department ruled Faday that Canada was dumping lumber on the U.S. market at unfairly low prices, laying the foundation for permanent duties on the exports. It was the second blow this week to relations between the world's two

largest trading partners, which are in the midst of negotiations to expand their three-year-old free-trade agreement to include Mexico.

On Monday the Customs Service ruled that Honda Civic cars assembled in Canada over a 15-month period do not qualify for duty-free treatment because less than 50 percent of their components are North American in origin.

## Xerox Unit Loses Suit to Monsanto

BASKING RIDGE, New Jersey (Bloomberg) - Xerox Corp. said its Crum & Forster Inc. unit may have to pay up to \$141.7 million in

damages to Monsanto Co. because of a Texas jury ruling.

The jury found that Crum & Forster had violated the Texas Insurance Code and breached its duty of good faith and fair dealing. The jury made three separate damage awards of \$13.1 million, two of which could be tripled, and an award of \$50 million for exemplary damages.

Xerox said the suit was related to litigation over a waste dump in the Houston area. Crum & Forster said it would appeal the decision.

### Federated to Revamp Management

CINCINNATI (UPI) - Federated Department Stores Inc. said Friday it would consolidate management of its Abraham & Strauss and Jordan Marsh department store subsidiaries and close Jordan Marsh's

Federated, which emerged from Chapter 11 bankruptcy last month, said it bad not yet determined how many of some 500 Jordan Marsh headquarters employees would be offered positions in the new Abraham & Strauss-Jordan Marsh headquarters in Brooklyn, New York. Costs of the move will be covered by a one-time charge of between \$25 million and \$35 million, to be posted against fiscal 1991 earnings.

## FDA Speeds Up Approval Process

WASHINGTON (NYT) - After months of demonstrating that the washingtion (NY1) — After months of teathorism drugs and medical devices, Commissioner David A. Kessler has unveiled a new program of rapid approval for biotechnology products.

The products, mainly produced through genetic engineering, are considered the next big breakthrough area for the pharmaceutical industry, whose leaders hailed Mr. Kessler's announcement.

Mr. Kessler said he would hire 50 new experts solely to review and approve biotechnology products.

#### U.S. Company Nears Railcar Contract BOISE Idaho (Reuters) - San Francisco has recommended awarding

a railcar contract to Morrison-Knudsen Corp., beating out two Japanese competitors, company officials said Friday. The staff of the Bay Area Rapid Transit District recommended the

Boise, Idaho-based company for a contract to produce 50 to 80 new transit cars, the company said. It said the value of the base contract could exceed \$140 million. The recommendation will be presented to the transit district board for approval on March 17.

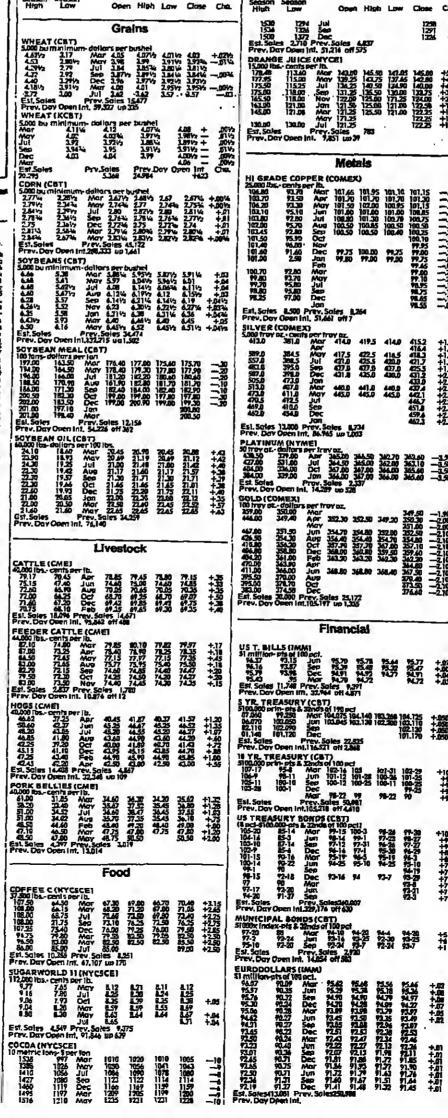
Morrison-Knudsen lost out last year when Los Angeles County decid-

ed to award its contract to a Japanese company. The decision sparked a "buy America" outcry and was later rescinded.

### For the Record

Coca-Cola Co. said it had no comment on speculation that Berkshire Hathaway Inc.'s chairman, Warren Buffett, had sold part of his stake in the company. London industry sources said there was talk that Mr. Buffett had sold part of his stake in Coca-Cola to buy Guinness PLC

## U.S. FUTURES



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# **BT Plans Major Staff Cuts**

U.K. Current-Account Gap Narrows

has a large trade deficit," said Phil-

ip Shaw, economist at Hill Samuel.

"Duriog a deep recession you

would expect the deficit to be

The Conservatives are preparing for an expected April 9 general

election against the backdrop of a

deep slump. Britain's non-oil eco-

nomic output has shrunk for six

quarters in a row, and last year's 2.5

percent fall in output was the steep-

The overall current-account defi-

cit narrowed to a revised £642 mil-

lion in the fourth quarter, well be-

low an earlier estimate of £1.66

billion and down from £1.25 billion

cradicated.

est since 1931.

Redland Ups Steetley Bid

LONDON — Redland PLC on Friday attempted to deliver a knock-out blow in its bid for rival British building company Steetley PLC by raising its offer to £625 million (\$1.07 billion).

Investment analysts considered the new offer as likely to succeed.

The company is offering \$7 new Redland ordinary shares for every

Redland shares fell 7 pence to 447 pence, making the share option

Steetley, which sought to fend off Redland's earlier bid by claiming it was worth 375 pence a share, rose 3 pence to 380.

Steetley told its shareholders to sit tight and called a board

The new offer follows an increasingly bitter war of words between

the two companies over Steetley's prospects and performance. In

raising its offer, Redland savaged a Steetley defense document

published on Thursday, which showed that Steetley has had to make

100 in Steetley, up from a previous offer of 25. It also offered a cash alternative of 365 pence a share.

of its offer for Steetley worth 389 pence a share or £625 million.

LONDON - BT PLC said on Friday its would make substantial staff cuts in 1992, but a spokesman described as speculative reports that it would slash up to 25,000 jobs, or more than 10 percent of its work

Although the job losses are within the framework of a restructuring and modernization program announced two years ago, the former state telephone monopoly acknowledged that the recession had forced it to make far deeper cuts than originally planned.

British newspapers said Friday that BT, formerly British Telecommunications, would shed up to 25,000

jobs by the end of March 1993. "Our plans are not yet complete," said Michael

Hepher, group managing director.

Mr. Hepher said the company would be informing its 218,000 employees of its job reduction plans in the next few days. The company said it hoped the cuts could be accomplished through attrition and volun-

We are notifying staff of further substantial job reductions but with no round figure," said Peter Kin-

Compiled by Our Staff From Dispatches

LONDON - Britain's current-

account deficit narrowed in £4.4

billion (\$7.55 billion) in 1991, the

smallest since 1987 and down

sharply from a gap of £15.4 billion

in 1990, the government said Fri-

The revised data were a mild

boost to the ruling Conservative

Party, which has been embarrassed

about Britain still importing far

more than it exports at a time when

the economy is stuck in recession

and consumer spending is weak,

the government but it remains dis-

appointing that the country still

"The figures are encouraging for

economists said.

have said they expect next year's cuts to range between 15,000 and 25,000 jobs.

BT shares showed little reaction to the announcement, falling 3 pence to 333 pence on the London Stock Exchange.

The firm expanded its staff after its privatization in 1984 to carry out a massive modernization of its telephone network and enable it to operate with a smaller staff. That task is now almost complete.

BT said it expected in have cut as many as 16,000 jobs in its current financial year, which ends March 31, after shedding 18,000 the previous year. Employment peaked at 240,000 in 1986.

In the year ending March 31, 1991, the group made a pretax profit of £3.07 billion (\$5.27 billion). Tony Young, general secretary of the National Communications Union, said his nnion was appalled at the suggested scale of job losses and would fight any compulsory layoffs, but he said he had no official

confirmation that 25,000 jobs would be eliminated. The new round of job cuts follows recent layoff announcements by the British arms of Ford Motor Co. sella, a company spokesman.

Industry analysis, who have been urging BT for years in accelerate job reductions in boost profits,

The formula of the political agenda in the run-up in the general election, which is expected on April 9.

(Reuters, AFP, AP)

tions

## Net Surges By 57% at Crédit Suisse

Compiled by Our Staff From Dispatches ZURICH - Crédit Suisse said Friday that consolidated net profit jumped 57 percept in 1991, despite soaring provisions for bad debts.

Net reached a record 848 million Swiss francs (\$557 million), up from 539 million francs in 1990. Switzerland's third-largest bank said losses, write-downs and provisions rose 61 percent to 1.14 billioo francs last year from 705 milioo francs, largely in cover endangered credits in the cur-

rent poor ecocomic climate. But sharply higher income from commissions and trading in currencies, precious metals and securities offset the rise in provisions.

Trading iocome soared six-fold to 1.26 billion francs from 213 million francs in 1990. Earnings on commissions rose 21 percent to 1.47 billion

The bank also said it plans in raise the dividend paid in its parent, CS Holding, to 23 francs from 20 francs.

The results were in line with analysis' forecasis, but CS Holding's share price fell 40 francs on Friday, to 1,990 francs, in line with a generally lower Zurich stock market.

Chief Executive Robert Jeker was optimistic about the bank's outlook for 1992. "We have a budget for 1992 that includes a profit increase," he said at a news conference.

(Reuters, Bloomberg)

## **Continental Reverses** Stance on Voting Rights

HANNOVER. Germany — The the voting rights restriction. German tiremaker Continental AG, reversing itself, said Friday it believed a shareholders' decision last year to scrap its voting rights

restriction was not valid. The move had been seen as heavily protected German firms to would accept a position to be put by a shareholder at a May 27 court hearing that the decisioo was inva-

hid for Continental is against Ger-man stock regulations and Continental's bylaws, it said. Pirelli and its backers, who had

stakes in Continental, were among the voters at the extraordinary

shareholders' meeting in March on Pirelli has since said it had promised its backers that it would reimburse them for losses suffered since the share-buying operation was launched in the summer of 1990.

Hartmut Dietrich, a shareholder breakthrough in attempts to expose of Continental, launched an appeal in April against the decision to disoverseas hids. Continental said it mantle Continental's restriction of voting rights to 5 percent.

Continental and Pirelli ended the 15-month takeover saga in November by saving they would face the competitive markets alone rath-A pact between Italy's Pirelli SpA and its backers in a takeover er than merge. Corporate finance specialists

had seen Pirelli's removal of the 5 percent voting rights limit at Contineotal as a small step on the road in opening up German companies to foreign takeovers.

## **Joint Venture Plans Aid** For Polish Power Plants

Compiled by Our Staff From Dispatches PITTSBURGH - Westioghouse Electric Corp. and seven Polish power stations have formed a joint venture to modernize and implement a

mainteoance program for Poland's fossil-fuel power plants. Under terms of the joint venture agreement announced Thursday,

generation beadquarters in Orlando, Florida. The seven power stations include 45, 200-megawatt coal-fired units located throughout Poland.

Meanwhile, in Moscow, Westinghouse signed a deal on Friday to build an international airport in Irkutsk in central Siberia, Moscow Radio said.

#### Preliminary estimates showed the new airport would be able in handle 30 10 40 planes an hour, the radio added.

#### Westinghouse will work with the Polish power stations to plan and coordinate steps to improve the efficiency, production and environmental performance of the plants. The team will coordinate its work through the project's joiot venture office in Warsaw, and Westinghouse's power

# TELEPHONE: U.S. Agrees to Ease Curbs, but Will Companies Step In?

#### (Continued from page 1)

The revisioo reflected better-

than-expected earnings in so-called

iovisible trade, covering areas such

as financial services, tourism and

European Community contribu-

The surplus on invisibles in the

final quarter of 1991 was revised to

£1.92 billion from an earlier esu-

mate of £900 millioo. About half of

the improvement arose because

British transfer payments in the

Community were £500 million low-

The surplus on invisibles for all

of 1991, which includes payments

for Britain's Gulf War efforts, rose

in £5.7 billioo from £3.2 billion in

(Reuters, Bloomberg)

er than expected.

Union. For a fiber-optic cable across the region in be financially attractive to Western investors, the allowed transmission speed would have to be increased 12 times, said Ed Mattix, a spokesman for US West Inc., a regional Bell telephone company based in Englewood, Col-

The best Western transmission technology available is 38 times faster than that currently allowed on exports in the former Soviet republics and a dozen times faster than the proposed technology.

The Commerce Department, the German government and many pushed for a revision of Cold War- the ability of foreign communicacra restrictions as a way to help the tions systems to survive convenformer Soviet republics restart tional and nuclear war. their economies and to open a po-

tentially enormous new market. Advocates of the sales point out that more and more small countries that do not belong to international export-control organizations now have the ability to produce and export liber-optic and other advanced telecommunications equip-

The Defense Department and intelligence agencies in the United States have blocked most exports until now, contending that the sales

Telephone & Telegraph Co., have more difficult and by improving dropping more difficult. Long-dis-

The agreement Thursday would allow shipments of extremely clear, hair-thin glass fibers that can carry light signals for miles with little distortion or fading. The pact also would triple existing limits on the speed of computerized transmission equipment used to create and receive the light signals at the ends of a cable.

The Defense Department and intelligence agencies have opposed the shipment of liber-optic equipcould endanger national security ment mainly because it would U.S. companies, led by American by making American espionage make American electronic eaves-

tance communications in the former Soviet republics oow rely beavily on microwaves beamed from tower to tower across the countryside, and these microwaves are easily tapped by satellites and

Fiber-optic systems, on the other hand, are extremely difficult to tap

other means.

Oly YIS PE 1005 High Low 4 PM Chipe High Low Stock

without physical access to the system. In the war with Iraq last year, allied aircraft repeatedly bombed sites in Baghdad and elsewhere that concealed fiber-optic cables and transmission equipment, in a par-tially successful effort to sever the cables and force the Iraqi military

to use radios that could be tapped

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#### Very briefly:

**Investor's Europe** 

Index

**CBS Trend** 

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Exchange

Amsterdam

Frankfurt

DAX

London

FTSE 100 Index

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Friday Close

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 Alitalia said it plans in invest 5 trillion lire (\$4 billion) over the next four years, with 80 percent going to renew and expand its fleet.

Pirelli SpA said it will cut 500 jobs, mainly in the Milan area, as a part of a restructuring announced in November: it said further cuts will follow at mid-year in Italy and abroad.

• Deutsche Airbus made a profit of more than 400 million DM (\$239 million) in 1991, said Edzard Reuter, chairman of its parent, Daimler-

· Deutsche Bundesnost Telekom said it sealed a long-term product cooperation agreement with the electronics group Siemens AG, beginning with the joint offer of products based on Siemens Hicom 300

· Petróleos Mexicanos will exercise an option in raise its stake in Repsol SA to 5 percent from 2.88 percent, Repsol said.

· Switzerland's consumer price iodex was up 4.6 percent in February from a year earlier, down from January's 4.9 percent rise. Cie, Générale des Etablissements Michelin said its radial tires have been

selected by Boeing Co. to equip its 777 aircraft under development. · Koninklijke Nijverdal-Ten Cate NV, a Dutch plastics and textiles maker, said net profit rose 10 perceot in 1991 to 44.2 million guilders

(\$23.5 million).

## Profit Plunges at Norway's Aker

OSLO - The Norwegian construction and engineering firm Aker AS said on Friday that its 1991 profit plunged to 92 million krooer (\$14 million) from 632 million kroner in 1991.

Aker reported a profit rather than a loss because of a one-time gain from the sale of a 20 percent stake in the oil company Noco, which yielded 241 million kroner.

The company's result was hurt by a decline in the cement and construction division, which last year had a loss of 79 million kroner, against a profit of 369 million kroner in 1990. And in August, an Aker subsidiary, Norwegian Contractors, lost an oil platform that was under construction near Stavanger.

big write-offs on an investment in France.

meeting to consider its response.

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## **American Exchange to List Small Stocks**

By Stephen Labaton
New York Times Service

WASHINGTON -- The Securities and Exchange Commission has given the American Stock Exchange permission to list smaller, younger and more speculative companies that now trade in the over-the-counter market.

The immediate effect of the action Thursday will be to increase competition among the exchanges for smaller companies. For the American exchange, which recently began to reverse a steady erosion of its market share, the decision holds out the hope of new profits, if investors become interested in the new junior tier of

But, some experts worry, for the small investor the decision presents the risk of involvement in less stable companies, although executives at the American Exchange say they are taking steps to protect the unwary.

Richard C. Breeden, chairman of the commission, said the decision was primarily intended to provide more options for smaller companies to raise money and was part of a grander plan intended to make it cheaper for emerging businesses to issue stock.

"Small businesses cannot raise money unless there's a strong, secondary market thereafter,"

Picking up the White House's re-election agenda, Mr. Breeden is proposing to deregulate the marketplace by reducing and in some cases eliminating the public disclosure requirements

Friday's Closing
Tables include the nationwide prices up to
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for small companies and also by making it easier for mutual funds to invest in them.

The smaller companies now eligible to be listed on the American exchange will be exempt from many of the requirements for other listed companies, which must give shareholders the right to elect directors and pass judgment on proposed mergers and acquisitions. The other measures are expected to be formally offered for public comment by the commission next

The smaller companies on the Amex will be identified next week and begin trading on March 18. They will be listed under a second tier that the exchange has dubbed the "emerging company marketplace." To identify them to investors, their ticker symbol will include the

Officials at the Amex said between 15 and 20 companies will be on the list, which is expected to grow to about 50 by year's end.

"It will be an incubator marketplace," said James Jones, the chairman of the American

The commissioners, who unanimously endorsed the proposal, urged the other national and regional exchanges to consider changing their rules to attract smaller companies.

Several officials at the commission raised concerns that the new market should not become a haven for penny stocks, a term that is

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They advised both the SEC staff and the Amex to act to protect investors against potential fraud because the stocks of new companies would be more speculative than the larger, more established ones.

"I'm concerned about investor confusion, and I'm concerned about investors becoming disenfranchised," said Mary L. Schapiro, a commissioner. "Investors should understand that these companies are subject to much lower standards than companies traditionally associated with the American Exchange."

In particular, the smaller companies will not be required to have outside directors or audit committees, and shareholders need not have a say in them through proxy votes and annual

Amex officials insisted that investors could have confidence in the new market.

"From the very beginning, we have been emphatic that we want a quality marketplace and not a trash heap for companies on the way down." Mr. Jones said.

He said the exchange wanted to establish a market for companies on the way up, and that to have quality control, the exchange had ap-pointed a screening panel of industry experts

The newly listed Amex companies must have assets of at least \$2 million if they come from the over-the-counter market, or \$4 million othoften applied to stocks trading for less than \$5 a crwise. They will be required to have a market value of at least \$2.5 million.

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# Record Bond Issue Planned by China

BEIJING - China will issue a record 30 billion yuan (\$5.5 billion) of Treasury bonds this year to tap the enormous volume of private savings in the country, the China Daily reported Friday.

Lin ki

Zhang Jialun, deputy director of the state debt-management depart-ment, was quoted in the official English-language newspaper as saying the issue would start next month. The total is three times the amount raised in 1991.

The funds will be used to pay maturing debts and the government delicit, the official was quoted as saying. The Chinese government is eager to raise money because it is due to repay a record 36.4 billion yuan this year, some 30 billion yuan of which matures in

This is the last year of the state's three-year debt-service peak, the newspaper said. Next year, only 10 billion yuan of treasury bonds will

The state is hoping individuals will buy the issue with their savings, which last year soared to a record \$167 billion.

bonds more attractive. China has developed an underwriting system under which financial institutions purchase the bonds and then sell them to individuals. These institutions are expected to snap up about 30 percent of the bonds on offer.

were forced to buy Treasury bonds. The amount was deducted from pay packets, causing widespread discontent. China said this time it would be voluntary.

The Treasury bonds are expected to carry an interest rate one percentage point higher than bank savings eposited for a similar term.

The central government's deficit hit about 20 billion yuan last year, according to official estimates.

## **Time Runs Out for Bond**

Agence France-Press

SYDNEY — Alan Bond, the formerly high-flying entrepreneur, ran out of time Friday in his fight against bankruptcy when be failed to meet the deadline for repayment of \$194 million.

A Federal Court judge, Trevor Morling, refused to extend the 5 P.M. deadline and Mr. Bond was deemed to be committing an act of bankrupt-

cy because of nonpayment of the debt.

A banking syndicate headed by Hongkong & Shanghai Banking Corp. is to file a petition to the court on Monday as the final step in formal

bankruptcy proceedings against Mr. Bond.

Mr. Bond's lawyers will appeal to the full bench of the Federal Court against Mr. Morling's judgment, which upheld a bankruptcy notice. The Perth businessman had applied for the order to be set aside on the grounds that it was calculated on an incorrect exchange rate,

Mr. Bond was formerly the head of the powerful brewing, mining and property conglomerate Bond Corp. Holdings. The company collapsed in December 1990 with debts of 1.2 billion Australian dollars (\$900 million).

# In U.S., Fear of Japan Dumping Chips

By Andrew Pollack
New York Times Service
SAN FRANCISCO — American semiconductor executives are beginning to express concern that their Japanese competitors

might be selling computer chips below production cost, a practice that would violate the semiconductor trade agreement between the The reappearance of such charges, which

still lack substantial proof and are denied by Japanese executives, could further stir up tense relations over trade in electronics.

The Semiconductor Industry Association, an American lobbying group, which meets in Washington next week for a regular board meeting, will also bold talks with government officials, Both access to the Japanese market and chip pricing are expected to be topics of discussion, said William P. Weber, executive vice president in charge of semiconductors for Texas Instruments Inc.

American semiconductor executives are already growing increasingly angry that their companies have not seen much increased market share in Japan, one of the key provi-

sions of the trade agreement.

If the Japanese are also selling below manufacturing cost outside their own country, a practice known as dumping, they would be in danger of violating both important parts of

the agreement.
"If they violate one, there will be serious consequences," said Joseph Parkinson, chairman and chief executive of Micron Technology, a memory chip maker in Boise, fdaho. "If they violate both, all hell is going to break

Bob Brown, senior vice president and group executive for Toshiba America Electronic Components, a subsidiary of one of Japan's largest chip makers, called the dump-

"Our customers tell us that U.S., Korean and European suppliers are quoting more aggressive prices than we are," he said. "I also believe the Japanese companies have taken the semiconductor agreement seriously and will abide by it."

An executive with a non-Japanese memory chip manufacturer, who asked not to be identified, agreed that the Japanese tended to have higher prices than others in dynamic "They lost market share because they have maintained prices," be said.

Japanese companies were accused of dumping in the mid-1980s, when both American and Japanese companies suffered huge losses in the memory chip business. At that time, American companies dropped out of the business of producing D-RAMs, the main type of chip sed to store information in computers.

The semiconductor agreement, first signed in 1986, set up a system of floor prices on Japanese chips to prevent dumping and also called for American and other non-Japanese

The reappearance of such charges, which still lack substantial proof and are denied by

Japanese executives, could further stir up tense relations over trade in electronics.

chip companies to gain at least 20 percent of the Japanese semiconductor market, Most executives say that since then, dumping has not been an issue. When the agreement was renewed last year, the floor prices were abolished. The new agreement provides

a means for the U.S. government to investigate dumping charges quickly if an American company files a complaint. So far, no complaints have been filed. Most American executives say their main concern now is with access to Japan's market. As of the third quarter of 1991, the latest period for which figures are available, Ameri-

can and other non-Japanese semiconductor companies held 14.3 percent of Japan's chip market, and the figure has not been increasing rapidly.

That makes it a certainty that the target of

a 20 percent share will not be met by the deadline of the end of the year. American discuss ways of increasing the pressure on

government to impose sanctions on Japanese

Japanese companies have said in general that an economic downturn in Japan has made it harder for them to take on new, foreign suppliers.

several years in the background it would further increase the pressure for strong retali-

ation against Japanese companies.

Fears of dumping are being spurred in part because prices seem to be suddenly dropping

Many Japanese companies invested heavily a few years ago in buge factories to produce chips, particularly D-RAMs. Now, however. there is an oversupply and, it is believed, some companies are losing money on those chips.

"If they're losing money in D-RAMs, they're dumping, and that's illegal," said Mr. Parkinson of Micron, who is also this year's chairman of the Semiconductor Industry Association.

Andrew Procassini, president of the Semiconductor Industry Association, said that in the last two weeks he has received calls from several chief executives of member companies concerned that dumping might be taking

He said some of the comments related to chips other than D-RAMs, although he would not say which chips or which companies be

Mr. Weber of Texas Instruments said, "I do not today have evidence of dumping." However, be added: "We have concerns about the supply-demand imbalance in Japan. We are seeing over the last several months very sharp

Executives of some companies that make products other than D-RAMs, like Advanced Micro Devices and LSI Logic, said they were not aware of dumping in their product areas. There is some belief that warnings about

dumping are merely an attempt to scare Japanese companies into keeping prices high, which also makes its easier for American companies to compete.

Mr. Parkinson, whose company is one of the few American ones left in the D-RAM business, concedes that to some extent he is trying to send a message to the Japanese.

#### Investor's Asia Singapore Hong Kong Tokyo Hang Seng Straits Times 2.50 5150 - - - - - - -25000 0 NO JF M 1991 1992 Prev. Exchange 4,954,29 -1.12 4.908.90 Hong Kong Hang Seng 1,456.84 Singapore Straits Times 1,445.75 Sydney Alt Ordinanes 1,604.70 1,608.30 Tokyo 20,854.42 Kuala Lumpur Composite 807.65 Seoul 619.23 ÷1.11 Composite Stock 626.09 Taipei 5,033.53 Weighted Price 4.988.08 Manila Composite -3.35 1,118.81 1,157.61 Jakarta Stock Index +0.35 283,21 282.21 New Zealand NZSE-40 -0.32 1,46D.48 1,465.18 Bombay National Index 1,549.88

#### Very briefly:

 Singapore Manufacturers Association said Singapore businesses would discuss a Vietnamese offer to let Singapore companies set up plants in an

 Fuji Bank Ltd. lowered its parent earnings forecast for the year ending March 31 because it will set aside reserves of about 100 billion yen (5763.4 million) against bad domestic loans.

 Kao Corp. of Japan said it would raise capital spending in the year to March 1993 by at least 10 percent to a minimum of 80 billion ven from 73 billion in the year to March 1992.

• Lion Corp, said it would spend as much as 10 billion ven on research and development in calendar 1992, up from 9.0 billion the previous year.

· Taiwan will impose an export restriction on computer software to prevent local enterprises from shipping out counterfeits, the Board of Foreign Trade said.

• A railway line linking China and Vietnam is to reopen soon for the first time since the two neighbors went to war 13 years ago, the Chinese government said, without setting a date, · Honda Motor Co. said its U.S. subsidiary had started exporting cars

made at its Ohio plant to Australia as part of a plan to expand exports to another seven countries this year. Taiwan had accumulated a record \$82.8 billion in foreign exchange reserves at the end of January, the highest in the world, Central Bank of

Chinese officials said Friday.

• Siemens AG, the German electronics group, said it received a follow-up order from Thailand to install 350,000 hookups for Siemens' EWSD digital telephone switching system in the next 18 mounts

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## **COMPANY RESULTS**

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#### dollar settlement with Honeywell Inc. and worse-than-expected sales Co., and Eastman Kodak Co. of the will push it into the red again in the United States.

Gloom in Japan (Continued from first finance page) is so sluggish that a slight monetary, easing will likely have little effect. "After the cut, the bank will wait

for the fiscal side," Mr. Koo said. year ending March 31. "If it's still going nowhere and the The pretax loss forecast came as economy is weakening we could see more pressure for additional no surprise to analysts, who said the troubled company would have a tough time pulling out of its slump despite efforts to diversify But economists caution that the central bank, still worried about away from the stagnant camera

reigniting the speculative bubble market, and hopeful that the yen will "They may pull through, but strengthen against the dollar and they may have to get closer to some relieve inflationary pressures, will other from to get their bands on a probably hang tough in resisting new product quickly," said Boris further cuts, "If the bank cuts fur Petersik, analyst at Barclays de ther and politicians push through expansionary programs, it could be like the overkill of 1986-87," said Robert Alan Feldman, an econo- in 1991-92 on a current basis, the mist at Salomon Brothers Asia, re- most closely followed pretax profit ferring to the start of Japan's assetinflation bubble.

**SURVEY:** 

Thus, the tankan should give strong ammunition to politicians boping to channel trillions of additional yen into the economy to stimulate growth in the fiscal year that begins April 1. The ruling Liberal Democratic Party on Thursday called for the rapid disbursement of the 72.22 trillion yen (\$548 billion) 1992 national budget, which is expected to be enacted in mid-March after being delayed as oppo-sition parties took advantage of a series of political scandals.

Economists expect a supplementary budget to be announced by mid-June that could call for spending totaling a further 2.5 trillion yen to 3.0 trillion yen. But even this may not be enough. So the Ministry of Finance has begun planning for the possibility of dipping into post-al savings and other government funds to finance another stimulus package that, unlike the budget, could be enacted by fiat by the ruling party.

The ministry is preparing for the worst scenario — that the econ-omy will fall into full recession." one economist said. "They're willing to do a lot more if the need

Not all economists, bowever, think the economy is in such bad shape, Although the tankan shows shape. Although the tankan shows that companies expect capital spending to decline 3.2 percent in the next fiscal year, the amount of spending remains large. "As a percentage of gross national product."

Mr. Feldman said, "spending is all the state of the said." still greater than 20 percent, versus about 10 percent in the U.S."

And despite a series of bleak economic indicators showing an increase in corporate bankruptcies and falling industrial output and household spending, the Japanese economy will likely grow about 2 percent in fiscal 1992. That is far below the government's 3.5 percent target, but a far cry from the slug-legish growth seen in the U.S. and Europe. Minolta Sees Loss After Settlement uing similar suits against six more of the world's largest camera makers including Japan's Canon Inc., Nikon Corp., Olympus Optical Co., Ricob Co. and Asahi Optical TORYO - Minolta Camera Co. said Friday that its multimillion

> Canon, which said last month it expected group profit to rise to 55 billion yen in calendar 1992, from 52.16 billion in 1991, is likely to take a tough stance against Hon-eywell, analysts said.

#### Nissan Motor President To Offer Resignation Zocte Wedd Securities (Japan).

Agence France-Presse TOKYO - The president of Nissan Motor Co., Yutaka Kume, bas decided to resign in order to revitalize the management of Jameasure, compared with a loss of pan's second-largest automaker,

company sources said Friday.
The sources said that Mr. Kume, In November, the company had 70, who has served as president for four terms over a period of seven forecast it would break even. On Wednesday Honeywell said years, will be succeeded by Vice President Yoshifumi Tsuji, 64. Mr. it had settled a patent infringement suit against Minolta for \$127.5 million. Honeywell had accused Min-Kume will remain as chairman of olta of infringing on its patent on the company. A formal decision technology for an automatic focuswill be made at a board of direcing system for cameras. fors' meeting following approval by shareholders at a meeting in June. Honeywell also said it was pur-

"Canon, as a strong company, will play much harder ball with Honeywell." Mr. Petersik said. They are one of the bigger patent holders in the United States," he said, so "eventually Honeywell will have to ask Canon for some patents

Analysts said Minolta was the most exposed of the Japanese com-panies because of its heavy reliance on the camera market, which has slumped as consumers opt for small video cameras made by big consumer electronics companies. "It is very difficult for the cam-

era industry to recover profits. said Essiro Ogisu, analyst at UBS Phillips & Drew International. "It's a mature product and there are very few technological advances possible."

Minolu's efforts to diversify further out of the camera business are likely to run into stiff competition from those already in those mar-

kets, analysis said. Minolta relies on cameras for 44 percent of its revenues, while Canon has a major profit generator in its laser-beam printers. Nikon, meanwhile, has branched

out into semiconductor manufacturing equipment, although that market is suffering with the micro-

## Japan Doubles Fees **On Futures Trading**

Bloomberg Business News TOKYO - Japan's three largest exchanges will double commissions on futures and options trading as well as the fees that brokerages pay for trades made on their own accounts, exchange officials said on Friday.

The changes, which were announced at a news conference held at the Tokyo Stock Exchange, also lift informal bans preventing brokerages from trading stocks on their own accounts in the last 15 minutes of trading and from accounting for more than 30 percent of the trades on a single stock in a month. The new rules are intended to correct what exchange officials

consider to be an imbalance between equity and derivative markets. They will take effect March 23 on the Tokyo, Osaka and Nagoya Commissions will be doubled for all futures and options trades on

Japanese stock indexes and averages on the three exchanges. The most actively traded of these contracts are the futures and opnions on the Nikkei 225 average, which trade on the Osaka Exchange. The Osaka Exchange has five fixed-commission rates, depending on the size of the trade. The rates for Nikkei futures trades worth less

than 100 million yen (\$760,000), will rise to 0.08 percent. For the largest trades, those worth more than I billion yen, commissions will rise to 0.01 percent plus a flat fee of 280,000 yea.

Commission on the smallest category of Nikkei options trades, those worth less than 100 million yea, will rise to 4 percent. For the

largest trades, worth more than I billion yen, commissions will rise to 0.6 percent of the trade plus 335,000 year. The three exchanges said they would no longer push brokerages to

abide by an informal ban on trading on their own accounts in the final 15 minutes of the trading day. The informal ban was intended to prevent brokerages from manipulating prices.

## Tokyo Auto Parts Maker Grows Beyond its 'Keiretsu' Ties

TOKYO - Tachi-S Co. began in a tiny Tokyo workshop bending metal rods into car seat springs. A half century and billions of dollars later, the company makes the stylisb scats for today's Nissans, Mitsubishis, Mazdas and Toyotas.

Minolta said it expected to post a loss of 15 billion yen (\$114 million)

2.21 billion yen the previous year.

It's a rags-to-riches story, Japanese-style, but with an unusual twist. The company is one of a growing group of manufacturers that are succeeding with an inde-pendent business style that is challenging Japan's controversial keir. etsu system, the most frequently cited cause of Japan's chronic trade frictions with the world.

A popular notion among American auto industry executives and polincians is that Japanese manu-facturers have blocked access to country's market through the use of keiretsu - giant industrial cartels that through close management ties and cross-shareholdings are said to control every link in the business

For decades, Tachi-S has been part of Nissan Motor Co.'s keirelsu. Twenty percent of its stock is owned by Nissan, and its president is a former Nissan man. And yet like growing numbers of small auto parts manufacturers in Japan, Tachi-S has struck out on its own to a degree that U.S. auto executives might find surprising.
We are slowly but surely seeing

the keiretsu coming to an end," accounted for 100 percent of Tassaid John Casey, an analyst with w.1. Carr Overseas Ltd. in Tokyo.

From the beginning, though, Tassaid Koji Endo, senior analyst for S.G. Warburg in Japan.

From the beginning, though, Tassaid Koji Endo, senior analyst for S.G. Warburg in Japan. 'The changes should foster ease of market entry for new Japanese.

ly, foreign makers."

By aggressively pursuing the business of four out of the five largest auto manufacturers in Japan, Tachi-S has carved out a solid niche in the auto parts trade and become Japan's second-largest auto seat maker.

Tachi-S began in the Tokyo suburb of Tachikawa in 1943, bending thin metal rods into automotive springs for the military. After the war, it began stamping out springs for the civilian auto industry.

It was the company's alliance

with Nissan that assured its success in the early postwar years. In 1948, Tachi-S started supplying seats to Prince Motors, a carmaker that was closely allied to, and was eventually bought by, Nissan. For about 12 years, Prince Motors and Nissan

chi-S executives knew that to thrive

parts makers and, more importantly, foreign makers."

develop business ues beyond Nissan. One by one they brought on new customers, and by the mid-1960s the company was providing seats not only to Nissan and Prince but to Toyota-group truck maker Hino Motors Ltd., Mitsubishi Motors, Nissan Diesel Motor Co. and Isuzu Motors Ltd. It later began

supplying to Honda Motor Co. and, finally, Toyota Motor Corp. "The fact that we were making seats for both Nissan and Hino didn't make us seem too trustworthy," said Takeshi Shimizu, executive director of Tachi-S. "I'm sure that Nissan was thinking that we should devote ourselves solely to making seats for them. But that would have made us nothing but a subcontractor. We wanted to supply to all companies."

They were taking an enormous

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ANNUAL GENERAL MEETING

ol shareholders of AUSTRALIA FUND will be held at the company's registered office, 2, boulevard Royal, L - 2953 Luxembourg, on March 16, 1992 at 14:00 s.m. with the following agenda:

1. Submission of the Report of the Board of Directors and of the

Approval of the Statement of Net Assets and of the Statement of Operations for the year ended as at December 31, 1991;

The shareholders are advised that no quorum is required for the items on the agenda of the Annual General Meeting and that decisions will be taken on a

simple majority of the shares present or represented at the Meeting with no

In order to attend the annual general meeting, the owners of bearer shares will have to deposit their shares five clear days before the meeting at the registered affice of the company or with Banque Internationale a Laxembourg, 2, Boulevard Royal, L. 2953 Laxembourg.

THE BOARD OF DIRECTORS

Notice is hereby given to the shareholders, that the

3, Allocation of the net results;

4. Discharge to the Directors; 5. Statutory Appointments:

6. Miscellaneous.

lyst for S.G. Warburg in Japan.
"By starting shipments to Mitsubishi they might have completely lost in the long run they would have to all shipments to Nissan.

Part of the reason Tachi-S has been able to play both sides of the fence is that, as a purveyor of car seats only, it has built up a level of expertise that makes its products percent the next year. appealing and attractively priced to many automakers. Even more than that, however,

changing economic conditions in Japan and the world in the 1980s have brought pressure on the keir-

A turning point came 1985, when Tokyo agreed to strengthen the yen Nissan for the first time.

in response to complaints about its buge trade surplus. Suddenly, profits made by Japanese exporters in foreign currencies withered when converted into ven.

In 1986, operating profit at Ta-chi-S fell 42 percent to 839 million yen (\$6.4 million at current rates). Earnings dropped an additional 25

By 1988, Tachi-S bad pulled profits out of their dive and showed a year-on-year operating profit rise of 87 percent. In its fiscal 1991, sales to Mitsubishi were expected in account for about 35 percent of its projected 106 billion yen in sales, and should surpass sales to

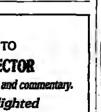
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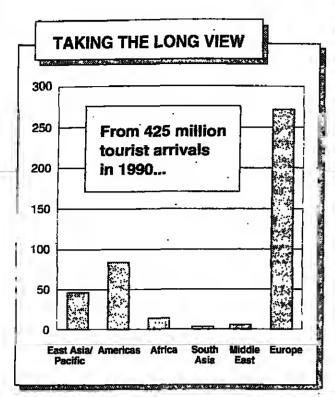
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'We are weathering the economic and geopolitical storm. Our product is excellent,' says Geoffrey Lipman, president of the World Travel and Tourism Council.



HEN the 30,000 members of the travel industry gather in Berlin from March 7 to 12 for the International Tourist Exchange, they will hear experts claim that the bad times brought on by the Gulf War and world recession are now in the past.

Business is already better when compared with the same period in 1990, rather than with the "freak" year of 1991, experts will say, and the industry has become too obsessed with the recession.

As Jonathan Bodlender, chairman of Horwath, the London-based hotel consultants, says, "Conservative estimates show that there will be a 50-percent increase in the number of

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people traveling by the end of the century. The forecasts of passenger traffic by air within Europe show a much higher rate of increase."

A similar message has

been delivered by Geoffrey Lipman, president of the Brussels-based World Travel and Tourism Council. He told a gathering in London. The long-term demand will be robust, despite cyclical downturns. Beyond the present crises, the potential peace and market dividends are enormous, with freedom in Eastern Europe, negotiations in the Middle East, transition in South Africa, liberal market reform in South America and reconciliation in Southeast Asia."

average of 5.5 percent of global gross national product (or \$3 trillion), one job in 15 and 7.5 percent of global capital investment. Tourism remains the world's biggest industry, with more added value than automobiles in Japan; agriculture, steel and textiles in Germany; or electronics, steel and textiles in Britain.

Focusing on the short term, Barry Tyreli, marketing director of American Express in London,

Travel and Tourism Coun-

cil indicate that tourism

annually contributes an

normal — not a sudden resurgence, but a steady recovery."

A recovery toward the end of 1991 enabled Britain to report 18 million tourists for the year and receipts of more than \$13 billion. The year started badly because of a generalized fear of flying, but ended only 6 percent down. The British tourism authority is spending heavily on promotion for 1992, aided by the Queen's

says: "We are returning to

down. The British tourism authority is spending heavily on promotion for 1992, aided by the Queen's 40th anniversary on the throne and the growing appeal of cities outside London — more tourists are going to Manchester, Birmingham and Bradford.

Germ 3,500 count touris sion congression congression and congression and congression congression.

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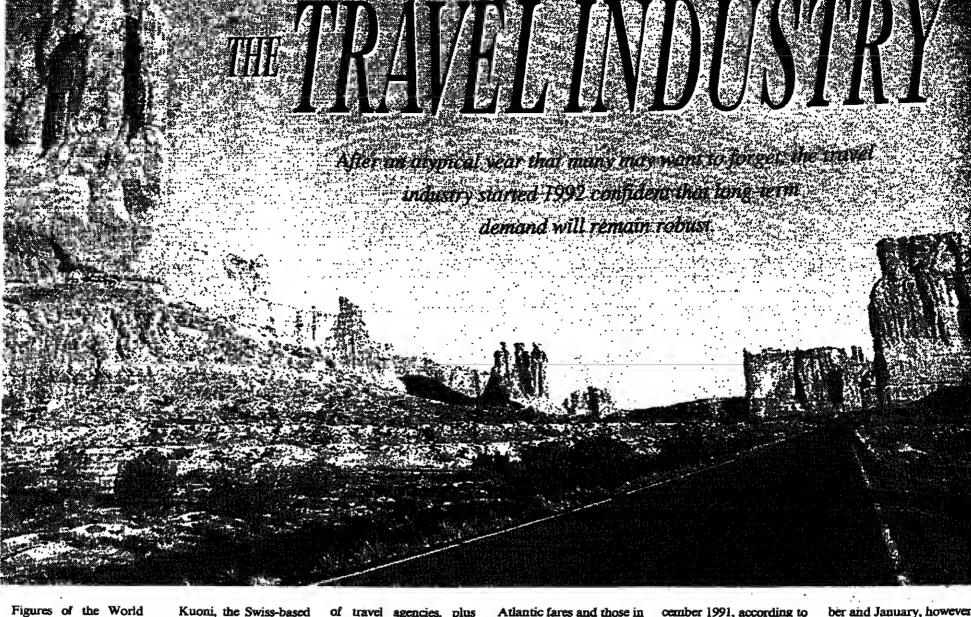
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Kuoni, the Swiss-based travel agency, bas noticed this new trend and has an extended program for Britisb and European cities, particularly those with museums. Club Med has a program for Europe's museum cities, including Edinburgh.

The French, who claimed 52 million visitors

last year (and a \$10-billion tourism surplus) are selling their big art shows as never before — Ernst, Rouault, Giacometti and Toulouse-Lautrec have followed in quick succession this year in Paris. EuroDisney opens east of Paris in April and bopes to attract 11 million visitors the first year.

the first year.

The United States bad an estimated 42 million tourists in 1991 and expects California, New York, Florida and Hawaii to lead the way in 1992. Florida is ever more popular with Europeans, and Thomson, the British travel company, says its appeal grows each year. Tourism in the United States now generates well over \$300 billion in sales, is responsible for around 6 percent of GNP and provides almost six million jobs.

The get-together in the German capital, attracting 3,500 exhibitors from 150 countries, will provide tourist professionals occasion to attend 300 minicongresses, seminars and workshops on such topics as electronics, reservation systems, advertising, youth travel and the future

of travel agencies, plus studies of specific markets such as Japan.

Some leading tourist countries, such as the United States and Australia, will stage press conferences. Others, like Egypt and Croatia, will be making a comeback from the ravages of polities and wars. Reunited Berlin itself is now a major city destination, with 2 million annual visitors.

The Colombian National Ballet will provide entertainment with a Christopher Columbus theme. The dancers will be promoting all the South American states, including Brazil, which is hosting the world ecology congress this summer. The combined sales efforts of the island nations of the Pacific will be another highlight of the fair.

#### AIRFARE BARGAINS

Many of those flying to Berlin from other parts of Europe will be paying the same amount for businessclass tickets as winter pas-Atlantic. At one point, the London-New York roundtrip fare fell to \$360, with Northwest Airlines offering an inaugural Paris-Boston return for \$270. The Paris-Berlin businessclass return fare was at least double that figure, although Lufthansa offered a cheaper weekend price to

the German capital.
The gap between trans-

Atlantic fares and those in Europe has led to complaints to the EC Commission from smaller airlines. British Midland's Sir Michael Bishop considers business-class fares in Europe to be 30 percent too high. For example, London-Nice club class is more expensive than a cutrate fare to the U.S. East Coast. More frequent-flier schemes are being introduced in Europe, however.

Airline cooperation, often the first step to a merger, means easier connections and through flights. British Airways and KLM (and Northwest) have such agreements, as do Air France and Sabena.

Discounts resulting from crises created by the Gulf-War and world recession have continued into 1992, but Richard Hannah, airline analyst at UBS Philips & Drew in London, does not believe there will be further price slashing. Spring will be the deadline for many special offers.

Airlines are improving their total sales but are still losing heavily. Even a truly global player, such as United, reported its biggest-ever quarterly loss at the end of 1991, with American and Delta not far behind. Cost cutting, layoffs and reduction of capacity are policy everywhere, with only British Airways turning a profit.

In the main, losses are being reduced, and traffic edged up 3 percent in December 1991, according to the International Air Transport Association, although traffic was down 4 percent over the whole year. The 23 members of the Brussels-based Association of European Airlines reported that international traffic rose 3.6 percent toward the end of last year, but traffic in Europe slipped a point. Karl-Henz Neumeister, the association's secretary general, described 1991 as a "nosedive" and said it would take a few months

#### HOTEL EXPANSION

more to "regain altitude."

Hotels have taken bad knocks in the United States, but elsewhere in the world hundreds of new inns are under construction, many of them business hotels with bedroom-office environments or establishments for the budget-conscious traveler.

Despite the drop in travel in 1991, some groups are spending big money. The Abu Dhabi Investment Authority has sunk £100 million (\$180 million) into the 95-room Lanesborough at London's Hyde Park Corner. The hotel mixes butler service on every floor with rooms that have faxes, brief-case-sized safes and a Japanese television channel. Roseword Hotels of Dallas has been called in to manage the hotel.

Hilton International has earmarked most of its £464 million (\$835 million) new share issue for 38 new hotels to be added to its 150 worldwide. The hotel being built at Charles de Gaulle airport in Paris will be high-tech and business-oriented, as will Berlin Mitte's Dom and a second hotel in Mainz. Even the new Bali and Cannes hotels are for top salesmen rather than bedonists. The Hilton Club data bank stocks guests' favorite business reading, as well as their preferred night-caps.

Hyatt is adding 14 hotels to its existing 157, with its Charles de Gaulle airport hotel described as a future "office away from home." Chains have been refurbishing during the recession. "Keeping hotels up to standard is imperative in good times or bad," says a Hyatt spokesman in Chicago.

Chicago.

The U.S. hotel industry, needing 65-percent occupancy to break even, registered just 61 percent in 1991 and so had its 10th bad year in a row. Bjorn Hanson, a partner at Coopers & Lybrand in New York, estimates that losses soared to \$1,700 per room in 1991, for an overall loss of \$3.5 billion. Banks took over many hotels. Decem-

ber and January, however, saw an upturn that will lead to close to 63-percent occupancy this year and a point or so higher in 1993, according to Mr. Hanson.

Hilton, Sheraton and Four Seasons have been offering cash rebates, free airline tickets, frequent-flier mileage credits and new services like Hilton International's "Wa No Kutsurogi" (comfort and service the Japanese way).

Not supprisingly hud-

Not surprisingly, budget hotels had better occupancy rates. Yet bope springs eternal at the top end of the industry. Hotels magazine counted 376 sizable properties being built around the world, notably in Bangkok, Barcelona and Beijing, but also in Hamburg, Helsinki, Ho Chi Minh City, Istanbul and Jakarta. Sberaton spent a whopping \$100 million on restoring its St. Regis flagship in-New York.

The Japanese traveled less during troubled 1991, but their return has encouraged hotel groups such as Nikko, a subsidiary of Japan Air Lines, to continue overseas expansion. Only nine of Nikko's 42 hotels are in Japan itself, and the group's drive in the United States, where it has properties in Atlanta, Chicago and San Francisco, includes a new botel in Los Angeles and a renovated Essex House near New York's Central Park.

In Tokyo, hotels are improving their services for business travelers. The Okura, ideally situated in the heart of Tokyo, has an executive service salon, a 24-hour business communications center. The Takanawa Prince services include complimentary bustickets to the Tokyo airport.

### BOOM IN SPAS

French resorts bave found a chic way to fill rooms by linking botels and fashionable seawater cure centers, or instituts de thalassothérapie. Some 45 centers now operate along the three French coast-lines, the Channel, the Aplantic and the Mediterramenan. Their number has doubled in the past couple of years, and the number of curistes, those taking the waters, has been rising by nearly 40 percent a year.

The centers break with traditional French and European spas by catering to a younger clientele about 150,000 forni-conscious French men and women in the 20-to-40 age group each year. This middle-class, professional clientele from the cities is seeking relaxation, well-being and improved looks

This advertising section was produced in its entirety by the supplements division of the International Herald Tribune's advertising department. It was written by Alan Tillier, author of "Guide to Business Travel Europe," "Guide to Business Travel Eastern Europe," "Doing Business in Today's Europe" and the forthcoming "Eyewitness Guide to 'Paris."

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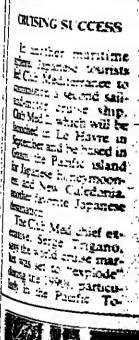


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per and January, however, saw an upturn that will lead to close to 63-percent consultation this year and a point or we higher in 1903 according to Mr. Hanson Histori, Sheraton and

matism or convalescence following operations or accidents. Based on the principle that heated seawater can permeate the body, healing it (and the spirit) of the ravages of stress, the centers offer what is called

"thalasso plaisir." The pleasure factor is evident in the striking blue-andwhite beachfront architecture, the ingenious diets and the nearby golf courses and tennis courts. Top-of-the-range Biar-

ritz charges upwards of \$300 a day, but the price includes the cure, the room, demi-pension and golf. More and more, foreigners are beginning to make use of ultramodern facilities at Deanville, with its two grands hotels, the Normandy and the Royal

Hotel groups, such as Accor, have entered the market. Accor runs Qui-Carnac and Oleron by the Atlantic, Dinard and Le Touquet along the Channel and Porticcio in the Mediterranean. Accor is looking to build a dozen more centers and could cater to 300,000-400,000 curistes a year by the end of the decade.

### **CRUISING SUCCESS**

In another maritime sphere, Japanese tourists led Club Mediterrance to commission a second sailand-motor cruise ship, Club Med 2, which will be launched in Le Havre in September and be based in Guam, the Pacific island for Japanese honeymooners, and New Caledonia. another favorite Japanese

destination. The Club Med chief executive, Serge Trigano, says the world cruise market was set to "explode" during the 1990s, particu-larly in the Pacific. To-



rear platforms for water sports. Prior to Club Med's yacht-liners, the company depended on Windstar and three small-

er, more luxurious boats. But big is still beautiful for many passengers. The inimitable Queen Elizabeth II provides a trans-Atlantic service and around-the-world cruises of 100 days, costing up to \$126,900 for double occupancy.

Aided by discounts, cruise boats in general reported 90 percent occupancy in 1991. An estimated four million passengers spent \$5 billion, and the industry says the passenger total could triple to around 15 million a year by the end of the decade.

The American share could rise from 3.2 million to 10 million. Americans fill the 2,600-passenger boats-cum-floating-towns Demand led Royal Caribbean Cruise Lines to add a juggernaut Monarch of the Seas (70,000 tons) to join a sister ship, Sovereign of the Seas, out of Miami.

Mediterranean cruise lines, notably Paquet, offer theme cruises - classical music, gastronomy or literature. Prices are falling: the ultra-modern Italian liner Costa Classica, which sets out from Genoa to follow Columbus's route, charges \$145 to \$215 a day.

This year, the Baltic capitals and St. Petersburg are among the ports of call of Cunard's Vistafjord (\$6,400 to \$15,600 for 15 days out of Amsterdam). But eyes are on the Pa-

cific, where the current total of 40,000 Japanese cruise passengers is set to increase many times. Japanese builders, such as Mitsubishi, have been to French and other yards offering to buy the latest

cruise boat technology, a temporary gap in the panoply of Japanese high-

#### TOP OF THE MARKET

Back on land, luxury

hotel chains, particularly those in Europe, are broadening their range of services, notably for businessmen. Deauville on the French channel coast is a good example. This is where Prince Charles played polo, the Aga Khan bought, sold and raced horses and Elizabeth Taylor held court during the American film festival. But Deauville now mixes business with pleasure; the dominant Lucien Barrière botel chain (Normandy, Royal, Golf) relies upon businesspeople attending seminars and congresses for 40 percent of its in-

The casino has been Deauville's money pump. Underground passages will link hotel, conference center and casino for the best of all worlds. With the late Lucien Barrière's daughter, Diane, running things, the resort concept is being applied at other hotels in the chain at Cannes, Dinard, La Baule

and Enghien. Philippe Gazagne, di-rector general of the Lu-cien Barrière hotels, thinks it pays to pile on the luxury and service - his sales are up 14 percent despite the recession.

The Aga Khan's Ciga hotels are concentrating on city-center "palaces," notably the restored Meurice in Paris and the recently acquired Imperial and Bristol in Vienna, while the Savoy group of London is extending its Best of Both Worlds, a seven-night program for American travelers that includes a stay in any of their five hotels, plus air-

port transfers in chauffeur-driven cars, discounts in London restaurants and shops and complimentary

#### Peter Bates, the Savoy's marketing director, says he hopes the program's extension to February 1993, will speed the return to

#### EXPANSION AREAS

better times.

Egypt, Greece and Turkey are recovering from the effects of the Gulf War on East Mediterranean tourism. The Gulf states themselves are confident enough to invest in tourism in a significant way. These areas are benefiting from relative détente, higher investment and a belief, in the words of London-based tourism consultant Jonathan Bodlender, that "the upward trend, forecast for 1990-1995, has not been halted by the bad year of 1991."

ing in force to Greek and Turkish ports. In Egypt, the four luxury hotels of the Indian Oberoi group report "boom business." In the Gulf, Ahu Dhabi

plans a \$2.5-billion leisure complex on a 10-squarekilometer (4-square-mile) man-made island. Lulu (Pearl) Island will have one of the world's largest domes, pavilions for 1slamic states, luxury hotels and golf courses linked by monorail. Oman is building a 260-room resort hotel a few miles from the capital, Muscat, which will

be managed by Club Med. Spain, after difficult years at the end of the 1980s, is looking to the Barcelona Olympics (July 25-Aug. 9) and the Seville World Fair (April 20-Oct. 12) to confirm 1991's re-

covery. Barcelona has given itself a whole new beach area, ring road, improved port facilities, new hous-

ing, hotels (Hilton, Accor) and better phones. Fair preparations in Seville have jumpstarted the whole regional economy of Andalusia. The result is that today Seville has an international airport, two new highways (to Madrid and the Mediterranean), a two-and-a-balf-hour express train to Madrid, a heliport, seven new bridges, tens of thousands of parking places, a mono-rail — and even air-conditioned gondolas. Madrid itself is the European cul-

### **BUSINESS BRIEFS**

tural capital for 1992.

Ten-month figures for last year showed a 3-percent decline in European

outbound trips, but a 3-percent rise in short break holidays, according to the European Travel Monitor

in Munich. It says air travcl was down 10 percent in the 10-month period (it improved later), but trains drew 5 percent more passengers. Eastern Europe recorded a 7-percent increase in trips from Western Europe, Strong growth points in Europe were Denmark (+ 40 percent); Portugal (+ 8 percent); Austria (+ 6 percent) and Norway (+ 3 percent). Losers in European arrivals in 1990; North Africa (-32 percent), Turkey (-35 percent), Greece (-14 percent), Yugoslavia (- 65 percent) and the former Soviet Union (-25 percont).

Accor, the French hotel group, is expanding its presence in Tanzania to seven establishments (hotels, lodges for the game reserves and beach properties) with 700 rooms. One property is on Mafia Island. In the future, the French want to build a Novotel at Dar Es Salaam and a beach hotel in Zan-

350

The European Bank for Reconstruction and Development in London reports plans for 21 hotels in Budapest, including one Danube property by Oberoi of India, 13 in Prague and 30 in Moscow. Few projects have reached the building stage in Mos-

One-day art trips from

300 ...to an estimated 250 599.2 million in 2000 200 Tou 100 50 Middle East South Asia Europe e: World Tourism Organization, Madrid, Euromonator, London

> Paris with no overnight stay have been launched by Club Med. Called Art Liberte, the first trips are to Amsterdam (Rijksmuseum, Rembrandt's House, Van Gogh Museum and the Modern Art Museum); Berlin (the Dahlem and Pergamon museums, the Egyptian section of the Charlottenberg Chateau) and Rome (Vatican museum, Michelangelo at the San Pietro church, the Forum). The cost is around 2,000 francs (\$352). Other destinations being offered include London, Bruges, Milan, Flor-ence, Venice, Naples and Edinburgh. Plans are being made for Antwerp, Barcelona, Budapest. Dresden, Prague, Seville,

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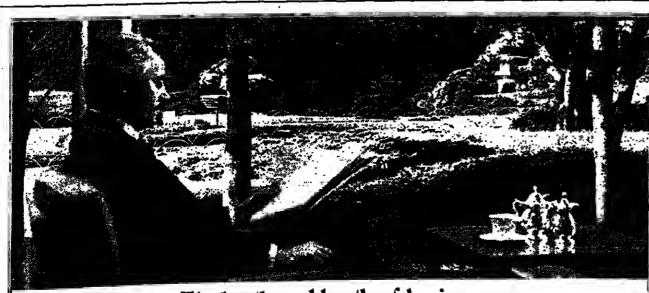
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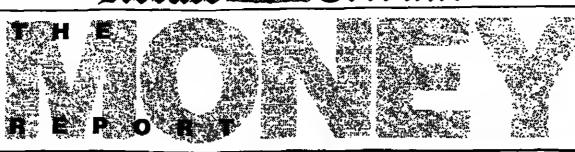
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We're all business.

Takanawa ( PRINCE HOTEL

Saturday-Sunday, March 7-8, 1992 Page 18



## Deciding When to Pay What Zeros Mean: More Or Less

every day, but whether they even exist or not is a matter of debate. It would be comforting to think that we are talking about UFOs, the latest sup-up and the second secon long line of people claiming to be Elvis or Marilyn. Unfortunately not. What we are dealing with here is the phenomenon known

st the pyschological barrier.

Market reports in the French press this week have discussed the Paris CAC-40 inclear's flirtation with the psychological 2,000 darrier. But why should this be? Why should the value of the Paris or any world market. the value of the Paris or any world market index have extra significance conjured into it because the number of the index ends with wo zeros - or, in this case, three zeros?

Those who argue that the market is effi-cient — that only rationally relevant information can influence market prices — must also argue that psychological barriers cannot exist. What is usually considered relevant to a share price, and therefore to the value of The index, are such factors as the overall economic prospects for an industry, the potential earnings growth of the company, its forrowings and capital structure, etc. Whether or not the index is approaching a figure with two zeros, according to efficient market theory, must be irrelevant, and thereore cannot affect share prices.

But psychological barriers do exist. Academie research shows that major market indexes are very rarely valued with a double zero ending. Broadly speaking, what hap-pens is that the indexes tend to fall warily short of such barriers, and then spurt past

them — very much as if they represented some kind of fierce guard dog.

"Perhaps it is better to explain psychological partiers in terms of mass psychology. When traders are told that a barrier exists, then it wister to least a barrier exists. then it exists - at least in their collective consciousness. It's the Emperor's clothes. with a twist: There really is something there, intil everyone decides that there isn't,

**Mutual Fund Fees** 

**By Judith Rehak** 

LTHOUGH you would have to be an optimist to point to this week's mildly encouraging U.S. economic statistics and shout "recovery," the mutual fund industry and its investors don't seem to be in any doubt: Things are

picking up.
U.S. investors poured \$28.2 billion into mutual stock and bond funds in December, and recently published sales figures for January showed another surge, with record purchases of \$31.8 billion pushing total assets of all funds up to an all-time high of \$1.41

If you've decided to jump on the band-wagon by calling your broker for advice, you may now be trying to get a grip on a confus-ing set of terms like "A" shares, "B" shares,

deferred contingency sales fees and front-and back-end loads. If it sounds like a new language, it is. It's called finance.

These semi-algebraic terms describe the latest permutation in sales charges for some 140 broker-sold funds, which offer a choice between a front-end load (A shares) or a back-end load (B shares), where there is no initial sales charge but a commission is levied if you bail out within a specified period of time. This "exit fee" can start as high as 6 percent in the first year, and typically declines 1 percent a year until it disappears.

Commissions on broker-sold funds were a straightforward proposition back in the early 1980s. You paid up when you bought—often as much as a stiff 8.5 percent of your investment. (In contrast, direct marketed funds tend to carry no or very low fees because there is no broker to compensate.)

But as the investing public became more sensitive to high sales charges, many of these funds abolished or lowered their front-end loads, making costs less visible by tacking on fces when investors sold shares. Funds with these "contingent differed sales fees" became known as back-loaded or B shares; many brokers spotted an opportunity for a new product and began offering an A or B option for the same fund.

Assets of A and B funds have grown steadily over the past five years. What's

more, two of its biggest purveyors, Merrill Lynch and Alliance Asset Management, are now selling funds with the same concept in

Europe.

The most critical aspect of choosing between A and B shares is your investment time-frame, says Gerald Perritt, editor of the Mutual Fund Letter. "Ask yourself honestly, "If I buy, how long do I think I'm going to be in this fund?" he advises, "If you're in for a long time, you're probably better off in B shares." That's because the investor who shares." That's because the investor who stays in a back-loaded fund for the long haul can escape paying both a front-end commission and an exit fee.

Sounds simple enough, doesn't it? But

'It's just cleaner to pay up front and get those other fees out of the way. Then you don't have to worry about how they're affecting your return.

that's not the whole story. "Watch out for those 12b-1 fees," Mr. Perritt warns. These fees, named after their Securities & Exchange Commission rule, allow a fund to change shareholders 0.25 to 1.25 percent of assets each year for marketing — and sales commissions to brokers. Most B shareholders get hit with a hefty I percent 12b-1 fee each year, while A shares carry a minimal 12b-1 fee, or none at all.

Herein lies the biggest pitfall of back-loaded funds: the fate of the unlucky investor who buys B shares for the long term, and then needs the money before the exit fee has disappeared - often a wait of six years.

"Profits are cut dramatically," says Charles Trzcinka, a professor of finance at the State University of New York. The investor gets socked with an exit fee, plus a 12b-1 fee for each year in the fund. Such costs, which could run as high as 6 percent in the first year or two when exit fees are the steepest, are particularly severe for bond

The Alphabet of Funds From A to B Broket-Sold Funds Sales and later of assets of the equity, beautient bondie hads Source: Investment Company Institute

Total U.S. Mutual Fund Assets

(S billions)

funds, where a 10 percent yield could be cut by more than half. Worse, some B share funds continue to

levy a 1 percent 12b-1 fee year after year, even after the back-end load has disappeared. For example, an investor in a back-loaded fund for eight years will have paid a whopping 8 percent in fees, surpassing any one-time sales charge. "Don't but a B share fund unless the 12b-1 fee disappears quickly," warns John Markese of the American Association of Individual Investors. "It's better to pay a low front-end charge and get a fund which carries no 12b-1 fee."

A lower up-front commission, in fact, makes the strongest case for A shares, especially if you have a big chunk of money to invest and can take advantage of "fee breaks." For instance, if you can ante np \$50,000 for a Merrill Lynch fixed-income fund, the front-end load drops from 4 percent to 3.25 percent, with the bonus of no annual 12b-1 fee. Or if you shop around, you can even find a fund like Alliance's Multi-Market Trust, a global income vehicle that levies a front-end load of only 3 percent for an investment as small as \$250.

The simpler price structure of A shares also lets investors know exactly where they stand in terms of costs. "There's no camou-flage," says Don Phillips, publisher of the Morningstar Mutual Fund newsletter. "It's just cleaner to pay up front and get those other fees out of the way. Then you don't have to worry about how they're affecting

Fixed-income investors whose objective is the highest yield possible may also opt for A shares, says Dennis Reens of Merrill Lynch Asset Management. "Then their yield isn't cut I percent by the higher fees of a back-loaded fund," he notes.

Nevertheless, one of the most compelling attractions of B shares is that all your can goes to work immediately because of no initial sales charge. "A lot of our clients are putting \$10,000 or less into a fund and they want it all in the market today," says Mr. Reens. "They don't like getting that first monthly statement showing that of their \$10,000, only \$9,600 was actually invested," But Accountant

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Your broker should be able to help you get a handle on which price structure is best for you, but Mr. Perritt says that it is imperative that investors read the prospectus carefully before buying anything to avoid costly sur-

prises.
"Calculate your investment both ways, and if you can't figure out what it's going to cost you, don't buy it," he advises, "Beware the broker who says, I'll buy it for you today and put the prospectus in the mail.'"

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A member of the National Westminster Bank group whose capital and reserves exceed £5,900,000,000

## In Britain, Beware the Ties That Bind Investment Advisers

By Conrad de Aenlle

ERHAPS the biggest sin-gle question small investors ask is just where they should invest. They often ceives. Independent advisers must answer it with another question, namely, where can they get good, to find the best product of all avail-

Unit Trust Association, the repre- or may not pay. sentative body of the nation's mutual funds, brings that second both

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pany as "tied agents," or work in-dependently of any investment or insurance company. The big difference between the

two categories reflects itself in the type of advice the consumer reable on the market for a given cli-The recent blowup between the ent and then recommend it, irreindustry and the spective of the commissions it may

The duties of the "tied" advisers are very different. This category of questions into sharp focus.

The issue polarizing the investment industry is...polarization.

adviser, far from being able to recommend the best available across the whole market, can't even talk That's the legal requirement that about another company's products.

Some observers think there is an brokers must work either for just inherent conflict in that arrangement, particularly in the insurance

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industry. Insurers are among the largest providers of financial services in Britain, selling unit trustlinked policies as savings surrogates. Like other financial advisers, insurance salesmen are supposed to recommend only what they feel is best for their customers. The insurers say they do that.

"If yoo are a tied agent, you still have to find out enough informaholder to recommend him the best product your company has to offer or else tell him there is nothing suitable," said Aileen Kimber, a spokeswoman for the Association

British Insurers. But if there is nothing suitable, agents get no commissions. They may not find that at all suitable. A paper prepared by the Unit Trust Association suggested that many brokers have just such an attitude, according to a senior figure in the unit trust industry who is familiar with the document but refused to

be identified more specifically. In other words, the paper said. insurers' products are often sold for the commissions they generate. It also said many salesmen neglect to fully disclose all the information their clients will need to make wellinformed decisions, such as the fees and expenses for which they will be liable and whether an agent is tied OF BOL.

Some insurers, it's no surprise, took exception with the paper. Five of them quit the unit trust organization in a huff. They said that while it's true that some brokers are unscrupulous or not altogether good at their jobs, the majority do fine work.

Ms. Kimber explained that brokers must disclose whether they are tied or independent and must provide a leaflet setting out the details of the investment products they are proposing. And after sales are made, she added, investors have a "14-day cooling-off period" 10 change their minds.

Despite what the insurers say, Tohy Micklethwait, chairman of the Association of Investors, a

thinks many brokers are failing said. That sounds really great, ex-their elicnts.

There's an obligation under the rules of the Financial Services Act of 1986 to give the best advice and is soon coming due returned closer not recommend anything but the best," he said. "That obligation is being breached on many, many occasions, both by tied and not-tied between the share and property markets performed extremely well in Britain. But that was then and this representatives.

What about the fee structures? percent, or even 11 percent? Do insurers charge too much for "f think it will probably be lower the services they provide? "We don't think we do," Ms. Kimber said.

But Jane Vass, who monitors the

financial services industry for the He added that insurers are not People are sold all sorts of things for commission purposes that are not

appropriate at all.' Jane Vass of the Consumers Association.

public-interest group, isn't so sure. returns, except to use one of two
"One of the problems is savingssample rates set by the Life Assur-"One of the problems is savings-type life insurance is oversold," she said. "It's comparatively expensive and the commissions are higher."

She stressed that insurance products can be quite good investments in certain cases, if held for a long enough period. But in other cases, she said, the incentive of sales agents to get commissions can work against their clients' interests.

"People are sold all sorts of things for commission purposes that are not appropriate at all," Ms. Vass argued.

Ms. Kimber rejected the claim.

"You ean't necessarily say they're the wrong thing for peo-ple," she said. "Commissions aren't too high if you're looking at it as a long-term savings. If they want to put money away for a reasonable time for investment purposes, they will get a good rate of return from life insurance products."

How good?

A 10-year policy offered by Norwich Union returns 11 percent a

Consumers Association, a British allowed to make forecasts about ance and Unit Trust Regulatory Organization. Those rates currently are 7 and 10 percent. Most choose to use the 10 percent projec-

now. Will new policyholders get 14

than that," Mr. Garner said, "but

this is just a personal guess. Nine or

10 percent might be doing quite

well ft depends on inflation."

tion, for obvious reasons. It may not be obvious why so many savings plans in Britain are sold through insurers. Many American insurance companies, for instance, have fund-management and marketing arms, noted Betty Hart of the Investment Company Institute, the U.S. equivalent of the UTA, but they are substantially separate from their insurance businesses. The reason things are the

"Until about 10 years ago, there was an incensive because you got a tax break on your premiums," Mr. Garner said. "Since then, there's been a strong debate on whether you should link investing with insurance." Some people should, he said, but others should not. Insurance products offer a

way they are in Britain is - or was

"pooled investment that doesn't bear the same risk as a unit trust." group of accountants and lawyers year after all charges and commis-who assist investors with claims, sions are deducted. Ms. Kimber cy is one where you expect it to

insurance policy is cashed out, the holder is more likely to get all his John Gamer, a spokesman for Norwich Union, said a policy that money back than with a conventional unit trust if the financial markets turn the wrong way.

On the other hand, he went on, "we do see the argument that in some cases it's simpler to have a contract that doesn't have a protection element, and in recent years we trusts" that aren't filtered through insurance instruments.

Commissions are higher on life products than on ordinary unit trusts, he said. The spread between the buy and sell prices of its conventional trusts is about 6 percent, about standard for the industry. And there is an annual manage-

ment charge of 0.75 to 1 percent. For a 10-year insurance policy with annual premiums of, say, £1,000, or about \$1,720, he estimates there would be a maintenance fee of £12 a year, which is 1.2 percent. The commission, he said, would be 60 percent of the first year's premiums, paid over the first

At first glance, that seems like ust another way to say 6 percent, but it's really much more, especially in a country like Britain, with percannially high inflation. By taking the commission in the first two years, it is being paid with pounds that are worth considerably more than the ones from the later years.

Industry observers stress that although commissions may be lower on unit trusts not linked to an insurance policy, that doesn't mean fees are low enough or that they approve of the way trusts are sold. Ms. Vass said a fund carr have a

small initial charge, but the bidoffered spread can be much wider for reasons of liquidity. Also, she said, the annual charge may not cover all the costs of running the fund and additional expenses can

There may well be quite a wide difference in how the public thinks unit trusts work and how the industry perceives things," she said.
"Our worry is that the individual investor may not know how things

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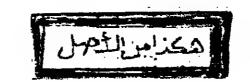
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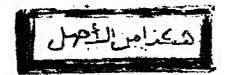
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THE MONEY REPORT



## BRIEFCASE

#### IRS Goes Global in an Effort To Aid U.S. Taxpayers . . .

The Internal Revenue Service has greatly expanded its overseas tax assistance program this year, sending taxpayer assistance specialists to 160 cities in 70 countries during the 1992 income tax filing season season to help taxpayers with their

The assistors will provide provide face-to-face help in preparing tax returns, answering questions. getting forms and publications, and even checking completed tax forms — everything but actually filling out the return itself. The IRS says taxpayers should bring all relevant data concerning their returns as well as their tax return packages to these meetines.

The assistance program supplements the full-time, year-round IRS staff assigned to embassies and consulates in Bonn, Caracas, London, Mexico City, Nassau, Ottawa, Paris, Riyadh, Rome, São Paulo, Singapore, Sydney, and Tokyo.

Taxpayers who live and work abroad have until June 15, 1992 to file their 1991 returns and extensions for those who need more time are usually

In 1991 the IRS sent 93 assistors to 52 nations during the January-June income tax filing season. Further information on the IRS taxpayer services available overseas can be obtained by calling embassies or consulates or by calling the 1RS international taxpayer service office in Washington at (1) 202-874-1470.

#### . . . But Accountancy Still Sees Big Market for Private Advice

Talking to the taxman alone may not be good enough, according to one firm of international tax consultants. "What the IRS doesn't tell you, Ernst & Young does!" claims the cover of the firm's annual tax guide.

At a cost of \$12.95 readers are promised guidance on reducing their tax liability, planning for it

## **II ERNST & YOUNG**

and pitfalls to look out for. This weighty tome of almost 700 pages also contains tax return forms and instructions on how to fill them out, avoiding the most common 25 errors made in tax filing.

The section on electronic tax filing is enlarged this year, and there is, in addition to a special section for the use of those who served in the Gulf War, a tax calendar --- presumably so you know just how badly you're letting things slip.

For more information, cootact your local Ernst & Young office, or write the firm at 227 Park Avenue, New York, NY 10172.

#### Lehman's List Is No Nifty Fifty, **But It Promises the Universe**

What is the core of the universe? Geologists or astronomers may have their own answers to that question, but for financial analysts Lehman Brothers, the core of the universe is 64 companies from the United States, Britain, Continental Europe and Japan that have extremely high-quality manage-ment and are destined for long-term success. Lehman Brothers has just published a 144 page book of its findings of these companies.

"It's a collection of stocks from around the world for the global investor," said Carolyn Moses. the London-based chief equity strategist nt Lehman Brothers International. "These are the bits of your portfolio you expect to be solid through the

Although there are some well known names such as Glaxo, Schlumberger and Pepsico in the collection, there also are several relatively obscure companies that may surprise the international investor.

Copies of "The Core of Our Universe" are available free from the private client division of

#### A Turnaround in the Nikkei? **London Researchers Say Yes**

There is a growing body of opinion among analysts - of which, of course, contrarians will be wary - that the Japanese stock market is an attractive buy nowndays. The fact that the Nikkei index is trading at around 21,000 this week compared with its all-time high of 38,915 two years ago tends to carry a lot of weight with many commen-

London-based information unit Fund Research has recently published a report on Japan and South East Asia, and throws its weight behind the Japanese bulls: "We think the technical factors affecting the market will begin to shate in Japan's new financial year, starting April 1," said Manag-

ing Director Peter Jeffreys.

The firm's conclusions on South East Asia, where it interviewed 28 fund managers in Hong Kong, are also very much in the mainstream: There are exciting opportunities with an above average level of risk.

#### **Pictet Moves its Mutual Funds** To New Home in Luxembourg

A sign of the times in Europe: the Swiss banker and investment manager, Geneva-based Pictet & Co., bave decided that henceforth it will register its mutual funds in Luxembourg rather than Switzer-

A company spokesman cited the more international client base rather than Swiss regulation which some investment managers and bankers are claiming is becoming increasingly onerous — as the prime reason for the decision.

## **European Vacation Homes: No Single Market Yet**

#### By Barbara Wall

resorts beyond the reach of all but creases to 13 percent. the wealthiest foreign buyers. They On completion of the sale the have since dropped to more realistic new owner will be subject to annual levels, although the downside of this taxes. These include taxe fonciere

is that markets remain sluggish. the notion of owning a dream vaca- payable to the local authority. remember that even if the value of the property rises in local currency the dollar has been strong.

France Northern France offers good value with farmhouses and cottages in Brittany and Normandy selling for as little as \$34,000. Further south property is more expensive but it is still possible to buy a small apartment on the coast for as little as \$69,000.

to the beginnings of an international Spain . If you think the French market in mongages. Leading non-resident mortgage schemes are avail-able through Banque Nationale de Paris, Crèdit Lyonnais, Crèdit Agncole and Credit du Nord.

The buying process is fairly straightforward but there are pitfalls. Certain purchase agreements

without penalty. notary to avoid such complications. blc tax liability. The notary also will assume responrelating to the purchase.

Although property is still relaand legal fees are added on.

bouse is under five years old, you can expect to pay around 4 percent budget for costs equal to around 10 of the purchase price including oo- percent to 12 percent of the purtary's fees, land registry charges chase price.

**ADVERTISEMENT** 

and VAT Jalthough VAT is often included in the purchase price). For older properties stamp duty

HE European develop- will be payable on top of the ment boom in the late charges described above. This is 1980s pushed prices in usually 6 to 8 percent. Should you the more popular tourist huy land for building. VAT in-

- calculated on notional letting Before being carried away with values - and taxe d'habitation,

tion home, prospective huyers If you are nonresident and can-should consider the legal and tax not claim any exemptions, you will implications as these can offset the be hable to capital gains tax on the advantage of low real estate values. sale of your property. However, the And dollar-oriented buyers should system used to calculate capital system used to calculate capital gains is very generous and unless the property has increase dramatiterms, they may not see a profit if cally in value the tax should not amount to much.

The area that tends to present the most problems to nonresidents is the French law of succession that, for example, does not permit a busband to leave all his property to his wife if they bave children. There are ways around the problem: by purchasing the property in joint France is especially attractive to names ownership automatically british buyers, which has given rise passes to the surriving partner.

system is complicated, buying property in Spain can pose even greater problems. Until recently, the main difficulty was realizing the assets from the sale of property.

Fortunately, since last month proceeds from the sale of a Spanish home can be transferred out of the should be avoided at all costs; the country before capital gains tax is offre d'achat, for example, commits paid. There is still some confusion the buyer to the purchase but the as to how capital gains tax will be vendor can pull out at any stage levied and it is likely that a certain percentage of the sales proceeds Nonresidents are advised to leave will have to remain with the Spanmatters in the hands of a reputable ish fiscal authorities to cover possi-

Nonresidents can purchase the sibility for collecting certain taxes property in the name of an offshore company, thus avoiding capital gains tax jourrently 25 percent). tively cheap in certain areas, the VAT and inheritance tax. But this cost can soon mount once stamp is only recommended if the purduty, value-added tax, local taxes chase price of the property exceeds from a private individual. \$170,000.

On the sale of your property you The amount depends on the age

The associated costs of buying a will be liable to a type of capital and location of the property. If the Spanisb property can come as quite gains tax. This varies according to a shock. You will be advised to the price of the property, how much it has increased in value since the purchase and the number of years that have elapsed.

Spain. Yet property in Italy is not especially cheap and the local taxes can prove prohibitive.

The Italian property market has

suffered from successive increases in the annual tax payable on all

privately owned properties. During the past year alone this tax has

doubled and in some areas trebled.

aware of the different levels of tax

payable on the purchase of a prop-

erty. The amount depends on who

you buy the property from. If the

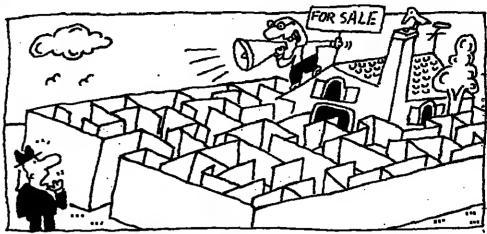
property is bought from a construc-

tion company the tax is 4 percent of

the purchase price, compared with

10 percent if the property is bought

Nonresidents should also be



#### VAT is 6 percent of the purchase price on new and resale properties, A WORLD OF and 12 percent on land purchases. Also, plus ralia — a type of capital gains tax based on the increase in **BANKING SERVICE** rateable value since the previous registration — is payable to the local municipality. Other costs in-clude legal fees (which tend to be

higher than those in France), land That's what you get with Chemical Bank's Worldwide registry charges and the survey fee. Consumer Banking Group, a unique organization dedicated to serving the special, personal banking needs of all individu-Italy • In the past two years interest in the Italian market has begun als living outside the United States. to rival that in the France and

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# **SPORTS**

## Hobbling, **Bo Shows** He Still **Knows Hits**

SARASOTA, Florida — In an

age when most ballplayers can't wait to run to the bank, Bo Jackson can't run at all.

And even though he still can hit. as he showed by going 2-for-2 with a two-run double in Thursday's exhibition opener, he can't play at major league standards. So, he says, he doesn't want the Chicago White Sox to pay him that way.

"I was raised to work hard for my pay, and at this point in time ! don't think I'm earning my keep,"
'Jackson said. "I don't feel I'm ahle
to give the White Sox a full 100 percent right now.
' "I just need to sit down with

management and discuss some things, to see what's best for the team and for Bo Jackson."

Jackson and his agent, Am Tel-lem, were to meet Friday with team officials. Both men said that retirement is not being considered. Jackson's contract calls for the

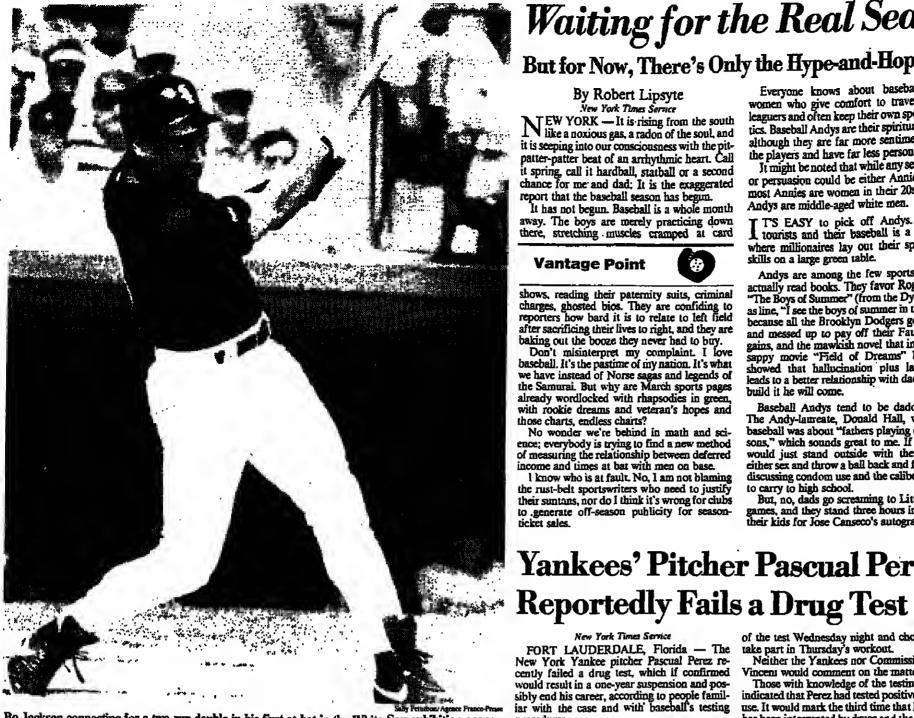
White Sox to either keep him or cut him by March 15. If he makes the team, he gets \$910,000 guaranteed, plus \$10,000 for every game he's available to play; if he's released, the White Sox owe him nothing. "Retirement is not an issue, and

it's not really a money issue, ei-ther," Tellem said. "This is just in anticipation of the 15th coming, and to get a plan for this year." There are several options. Jack-

son could negotiate a new deal or he could go on the disabled list because of an injured left hip, thereby taking away his per-game bonus. Some observers think he might remain in Sarasota for an extended spring training when the team heads north.

While Jackson's contract situation might be in limbo, the crux of 'the whole problem — his health is even more uncertain. "If anybody expects him to run like an average major leaguer, that's not going to happen," the White Sox manager, Gene Lamont, said.

How well he will ever run again, not even Jackson knows, "There are some days when I get the best of not suffered.



Bo Jackson connecting for a two-run double in his first at-bat in the White Sox exhibition opener. procedures.

it, and then there are some days, weeks, when it gets the best of me,"

Jackson said. On Thursday, although he got around the bases slightly better than he did in Wednesday's intras-

quad game, the improvement was Despite the hip, his hitting has

In the first inning, Jackson hit an 0-2 pitch from John Smiley 385 feet (117 meters) into the wind and up against the fence in right-center field. Before his injury, Jackson probably would've turned it into a

base long before Jackson limped into second.

Two batters later, with Jackson on second and two outs, Mike Huff hit a grounder that shortstop Jay Bell threw wildly. The ball skipped off the retaining wall and first base-man Gary Redus throw home nearly nipped Jackson, who tip-

# Waiting for the Real Season to Begin

But for Now, There's Only the Hype-and-Hope Chatter of 'Baseball Andys'

By Robert Lipsyte New York Times Service

NEW YORK — It is rising from the south like a noxious gas, a radon of the soul, and it is sceping into our consciousness with the pitpatter-patter beat of an arrhythmic heart. Call it spring, call it hardball, statball or a second chance for me and dad: It is the exaggerated

report that the baseball season has begun.

It has not begun. Baseball is a whole month away. The boys are merely practicing down there, stretching muscles cramped at card

#### **Vantage Point**



Yankees' Pitcher Pascual Perez

shows, reading their paternity suits, criminal charges, ghosted bios. They are confiding to reporters how bard it is to relate to left field

after sacrificing their lives to right, and they are baking out the booze they never had to buy. Don't misinterpret my complaint. I love baseball. It's the pastime of my nation. It's what we have instead of Norse sagas and legends of the Samurai. But why are March sports pages already wordlocked with rhapsodies in green, with rookie dreams and veteran's hopes and those charts, endless charts?

No wonder we're behind in math and science; everybody is trying to find a new method of measuring the relationship between deferred income and times at bat with men on base.

I know who is at fault. No, I am not blaming the rust-belt sportswriters who need to justify their suntans, nor do I think it's wrong for clubs to generate off-season publicity for season-ticket sales.

FORT LAUDERDALE, Florida - The

New York Yankee pitcher Pascual Perez re-cently failed a drug test, which if confirmed would result in a one-year suspension and pos-sibly end his career, according to people famil-iar with the case and with baseball's testing

A second test, taken from the same urine

sample, was under way. If it is positive, Perez,

34, who did not attend Thursday's workout

here, would be suspended for a year and would

have to apply to the commissioner for reinstate-

Perez agreed to such an arrangement three

A person with knowledge of the case said the

pitcher was depressed after learning the results

years ago to avoid discipline in a previous case

in which he tested positive for cocaine use.

Everyone knows about baseball Annies, women who give comfort to traveling major leaguers and often keep their own special statistics. Baseball Andys are their spiritual brothers, although they are far more sentimental about the players and have far less personal contact.

It might be noted that while any sex, race, age or persuasion could be either Annie or Andy. most Annies are women in their 20s and most Andys are middle-aged white men.

T'S EASY to pick off Andys. They are tourists and their baseball is a crafts fair where millionaires lay out their special little skills on a large green table.

Andys are among the few sports fans who actually read books. They favor Roger Kahn's "The Boys of Summer" (from the Dylan Thomas line, "I see the boys of summer in their ruin") because all the Brooklyn Dodgers got too sick and messed up to pay off their Faustian bargains, and the mawkish novel that inspired the sappy movie "Field of Dreams" because it showed that hallucination plus landscaping leads to a better relationship with dad — if you

Baseball Andys tend to be daddy-fixated. The Andy-laureate, Donald Hall, wrote that baseball was about "fathers playing catch with sons," which sounds great to me. If only dads would just stand outside with their kids of either sex and throw a ball back and forth while discussing condom use and the caliber of pistol to carry to high school.

But, no, dads go screaming to Little League games, and they stand three hours in line with their kids for Jose Canseco's autograph.

Vinceni would comment on the matter.

after Perez filed a grievance.

rehabilitation program in Palm Beach after

B ASEBALL Andys talk about baseball incessantly, recycling what they've read in the papers or seen on TV. These days, they are appalled by the attempt of a Japanese group to huy the Seattle Mariners. It's useless to point out that people in Seattle seemed more concerned that a group might buy the chib and move it to Tampa, Florida.

The Japanese apparently extrapolated Jap ques Barzun's hypothesis that to understand America one first must understand baseball into, "If you buy baseball, America will come

The Japanese are turning into Andys, too.... Some of my best friends are Baseball Annia. although I try to see them only in the winter-time and I never ask them about their Romser ie League teams, their fantasy camp expen or their childhood card collections. Their motiers threw them on L

Baseball Andys share one horror and one

The horror is that Pam Postema, who spent 13 years as an apparently adequate minor league umpire before she was released, will win her sex-discrimination suit and become a major league umpire. Mom in the majors, between Andy and Dad!

Andy and Dad!

The hope is that Mickey Mantle will show up at their next birthday party. For reasons, and still exploring, Mickey is Andy's all-time finantite player. Maybe it has to do with Mick and his own complex relationship with his father,

In any case, Mickey may be one reason that so many Andys work so bard filing briefs, merging corporations and, until recently in-jecting silicone. Mickey does birthday parties. If you pay him he will come.

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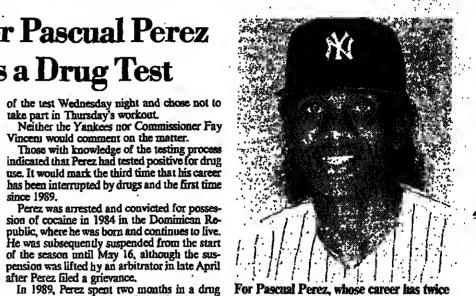
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白冠語(諸)



been interrupted by drugs, another failed test could result in a one-year suspension.

#### triple. This time, Frank Thomas, who has stolen one base in his major league career, scored from first toed home.

#### LAURENCE OLIVIER: A Biography

By Donald Spoto. Illustrated. 460 pāges. \$23. HarperCollins Publishers, +10 East 53d Street, New York, N.Y. 10022.

Reviewed by Christopher Lehmann-Haupt

T will come as no surprise to readers , of Donald Spoto's previous biogra-phies that behind the glitter of Laurence Olivier's triumphant acting career flickered shadows of psychological suffering. In books like The Dark Side of Genius: The Life of Alfred Hitchcock" and "The Kindness of Strangers: The Life of Tennessee Williams." Spoto has demonstrat-ed time and again the old truism that art is often a compensation for wounds. But unlike many of his previous books,

this biography of the great English actor is uplifting. True, some of its revelations may seem sordid in isolation. There are references to sexual diffidence with women. There is gossip of had marriages and heavy drinking. There is discussion of professional jealousy and thwarted careers.

And there is the surprising news of Olivier's 10-year love affair with the comedian Danny Kaye, this pairing of the Brooklyn seeming about as unlikely as something a surrealist might dream up,

**DOONESBURY** 

AN ESCORT SERVICE ?

though Spoto's sensitive handling of the tie makes it seem plausible enough. Yet in his analysis of Olivier's career,

**BOOKS** 

such details come to constitute something like an etiology of acting.

As a choir school student, young Olivier was on the way to the stage, but the death of his adoring mother when he was 12 years old combined with the remoteness of his unloving father did the rest of the joh. Thereafter he would hunger after public adoration, seek relief from his loneliness in role-playing and find it hard to relate to people offstage, particularly his three wives, the lesbian Jill Esmond, the tempestuous Vivien Leigh and the impatient Joan Plowright.

strive for intimacy among companions, and by that point, Spoto's account sug-gests, all the world had become his stage.

This fix on Olivier's career makes for a compelling narrative, only minimally flawed by the author's overuse of the word "additionally" and by his affection for melodramatic paragraph endings like "Her name was Vivien Leigh."

Despite the psychobiographical bias, there are plenty of backstage anecdotes. But what lifts this book and makes it useful as well as entertaining is Spoto's discussion of Olivier's acting technique.

realism was further refined by his film-acting experience, particularly after Wil-liam Wyler taught him while directing "Wuthering Heights" to stop condescending to the medium.

OH, GET OFF IT, J.J.! IN CASE YOU HADN'T NOTICED, THERE'S A

WANT METO JUST SIT

He had nothing but impatience with the Method acting technique of huilding a character out of the actor's own experience. Instead he always constructed his character out of details he observed in real life or developed from the character's experience instead of his own. This

objectivity of Olivier's technique proves valuable to Spoto and allows him to

suffused by a mysterious gift, enabling

him to pass the single beam of his own

humanity through the prism of a role -

A CAREFULLY SCREENED

HOSTESS!

THAT DOES

IT! IMOUT

describe excitingly Olivier's landmark performances, all the way from an early rendition of Hamlet to his late television The fusing of psychology and technical analysis bears fruit in passages like this summation of an Olivier performance of "Coriolanus": "The reservoir from which he drew was fed not only by Only in old age was be finally able to his own emotional history hut also by a sense of emptiness and consequent neediness. This awareness of inadequacy was

and the emerging, manifold ray reached the countless different lives of his specta-Of course there is a film record of various great Olivier performances, but Spoto makes you wish that there was also a movie of "Coriolanus." And he makes you sorriest of all that Olivier never succeeded in his long struggle to have a film of his "Macbeth" made. But then you

As Spoto tells it, Olivier's quest for wouldn't be able to imagine it so vividly if it weren't for this hiography. Christopher Lehmann-Haupt is on the staff of The New York Times.

RES ANYMORE YOURS

By Alan Truscott

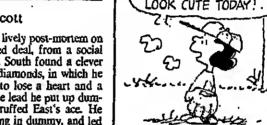
THERE was a lively post-mortem on L the diagramed deal, from a social game in England. South found a clever way to make six diamonds, in which he appears doomed to lose a heart and a club. After a spade lead he put up dum-my's queen and ruffed East's ace. He drew trumps ending in dummy, and led

win with the king, cross to the club king and throw his heart ace, but that would permit South to throw all his club losers take her heart ace, but that would permit South to throw all his club losers eventually on dummy's three winners, the spade

king and the Q-J of hearts.
"There was nothing we could do,"
moaned East. "Think again," advised West. "Obviously South had no spades, so East should refuse to play the ace on the first trick. Then South has to take his discard prematurely. If he throws a club,

Pass 3 N.T. Pass. Pass Pass Pass West led the spade three.

## **BRIDGE**

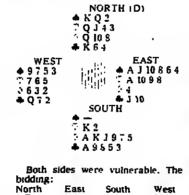


**PEANUTS** 

This caught East in a Morton's Fork BEETLE BAILEY eventually on dummy's three winners, the spade king. Alternatively, East could

East can safely duck the heart lead."

North chimed in, "South should play low on the first trick, not an bonor. Then he can draw two rounds of trumps and lead the heart from the dummy. There is no answer to that, for the spade winner is















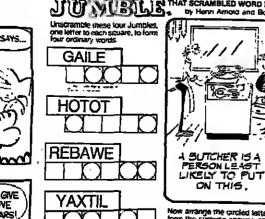


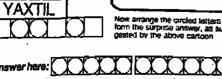
## DENNIS THE MENACE







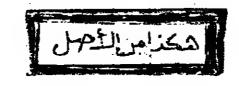


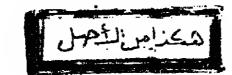


SUAVE UNCAP EXHALE MORGUE









# **SPORTS**



No. 8 Southern Cal's Harold Miner was boop bound in Seattle.

## California Is Victim Of Arizona High Hopes

The Arizona Wildcats may come up short in the Pac-10 this season, but

they have their sights set a little higher. And the Wildcats demonstrated Thursday night why those sights - set

on the National Collegiate Athletic Association tournament — are perhaps not aimed too high.

The fourth-ranked Wildcats hit eight of their first nine shots and exploded during the final 10 minutes of the first half to run over California, 100-77, in Tucson,

Arizona ran its record to 23-4 overall and to 12-3 in the Pac-10 by producing a 12-0 rush midway through the first half. The Wildcats took a

#### COLLEGE BASKETBALL

57-33 halftime lead and the Golden Bears could get no closer than 22 points during the second half.

But Arizona remains a game behind both No. 8 Southern California and No. 9 UCLA, which both won Thursday, in the Pac-10 race.

No. 8 Southern California 75, Washington 63: The Trojans used a 21point effort from Harold Miner to end a six-game losing streak in Seattle. No. 9 UCLA 89, Washington State 85: In Pullman, Washington, UCLA held the Cougars to only one field goal in the first eight minutes. but Washington State came back to tie the game late in the first half

UCLA then opened a quick 10-point advantage in the opening moments of the second half.

No. 13 Michigan State 72, Northwestern 55: After taking a three-point lead early in the second half, Northwestern was victimized by a 22-6 Michigan State run fueled by Shawn Respert and Mike Peplowski.

before falling behind by four at halftime.

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assessal Perez, whose career his mice

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mild result in a one-year aspenia

## Unraveling the Mysteries of 'Polite Baseball' cause this enables him to bowl books; the behind him, which is about like slapping English he puts on the ball takes effect on a foul tip into the bleachers. Ranji could,

nist, once tried to get a handle on the relatively refined intricacies of cricket, a passime little known to Americans. His report, written in 1939, first appeared in the Philadelphia Record.

By Red Smith

ft seemed that a fellow living in a city surrounded by a Germantown Cricket Club, a Philadelphia Cricket Club, and a Merion Cricket Club ought to make it his business to know something about the great game that is not played at the Merion Cricket Club, the Philadelphia Cricket Club, and the Germantown Cricket

So this week we went out to Haverford College to see the all-star team from Chicago play Philadelphia's General Electric cricketers, who, you doubtless will be pleased to know, are champions of the East. We were moderately pleased to know it until we saw the Chicagos polish off the Electrics with an ease that suggested heing champions of the East was something like winning the first-half pennant in the Three-Eye League.

This impression was strengthened when we asked how the cricketers more or less in action before us would compare with the better teams in England. The inquiry brought well-bred shrugs which seemed to imply that none of these chaps could carry the bat of a player on one of England's county teams.

Still, it was possible, by watching closely and listening attentively to Mr. K. A. Auty and Mr. J. H. Grudgings, to gather sprigs of information about this delightfully desultory, ingratiatingly indolent sport.

Mr. Auty is president of the Illinois and Chicago Cricket Associations and the United States Rugby Association, and Mr. Grudgings is president of the General Electric Cricket Club and when they were young in Loughboro, they used to go sparking with the same girls. But

Like Mr. Auty and Mr. Grudgings, practically everyone on the sidelines and all but one of the players were of English birth. The exception was O. R. Jones, the Electrics' wicket-keeper, or stumper, or,

to use a baseball analogy, catcher.
As a matter of fact, Mr. Jones used to be a baseball catcher, and a lefthanded one at that, which possibly accounts for his taking up cricket. From old habit he wears only one glove, on his right hand, instead of one on each hand, as most

Basehall analogies come readily to mind because, quoting Mr. Auty, who writes books about it, cricket is "polite baseball." By polite he means nobody hurries very much and they take time oot for tea and there's no swearing at the umpires or fighting and players can stay in the game up to the ripe athletic age of

indeed, players can reach a fairly ripe age in a single match, although the series of "friendlies" the Chicago club is playing in the East are piddling little opeinning matches played out practically

like a flash in five or six hours. We hadn't intended in bring up the matter of the tea, thinking the gentlemen might suspect us of sharing that slightly condescending attitude of many Ameri-cans toward the English fondness for the beverage. But Mr. Auty brought it up while talking about how tired a fellow gets playing all afternoon in the hot sun.
"That's why we drink tea," he said. "it's refreshing and invigorating and one shouldn't take cold drinks when he's all

heated up. Tea, it's a damned fine drink." And sure enough, we had a dish be-tween half innings and it was good, although personally, as a bealth measure, we have always leaned toward bourbon and away from these fancy drinks,

Well, anyway, cricket is played on a crease, which is 66-foot strip of lush,

field. When the Marion and such creases were laid out, shiploads of special turf were brought from England. That's why the local cricket clubs have such elegant lawn tennis courts; they used to be

Because the Haverford turf isn't smooth enough, a long mat of cocoput fiber just like a 60-foot doormat was

'One shouldn't take cold drinks when he's all heated up. Tea, it's a damned fine drink.'

used. At each end was a wicket, constructed of three slender sticks about 16 inches tall stuck insecurely into the earth with two smaller sticks, or bails, laid

across the top.

The batsman stands in a chalked-off space in front of the wicket, wielding a 28-incb flat bat of seasoned willow that costs 121/2 clam shells, or fish, as we say in England. He wears hobnailed boots of buckskin that cost about 35 smackers and whatever other clothes appeal to him, and tries to bat a hard, cowhidecovered ball that costs three bucks and a half. Fearful of appearing crassly American, we didn't find out the price of the shin protectors and gloves batsmen and stumpers wear.

The bowler stands well back of the far wicket, takes a running start and delivers the ball with a stiff-armed, overhand motion, completing his delivery before his rear foot passes his wicket. He is not required to bounce the ball in front of the baisman but he almost always does be-

him he's out. If his bat knocks the wicket over he's out. If be hits a fly to a fielder he's out. If he protects the wicket with his leg he's out on a "leg before," or l.b.w. If he strides out of the batter's box and doesn't get back with a foot or the end of his bat before the stumper tags the wicket

with the ball, he's out.

If a hit eludes the fielders, the batsman and the nonstriking batsman, who'll be standing near the other wicket waiting for his turn with the shillelagh, race back and forth from wicket to wicket, scoring a run each time they exchange wickets. If a fielder throws the ball back and

hits the wicket, or throws to the stumper who tags the wicket, before a batsman makes his ground," the batter's out. Making his ground means getting safely to the hatting box.

Even with all these ways of retiring 'em, it's pretty hard in get a good batter out. That's because he needn't run except when he is sure it's safe. The only time he can score runs without running is on the equivalent of a home run. If his hit rolls over the boundary of the field he gets four runs automatically; if it lands on or beyond the boundary be gets six. Or in case of an illegal delivery or a "wide," a ball bowled beyond his reach, be gets one run automatically.

There's no such thing as a foul hall and the best hits, or shots, are those sliced adroitly past fielders in what would, in baseball, be foul territory. When a batsman comes up with a good one of these, the spectators call, "Nicely, nicely," They say one of the slickest "bats" of

all time was the Maharajajamsahib of Nawanagar, better known as Prince Ran-Nawanagar, better known as Prince Ranjitsinghi, or just Ranji for short. He used in squirt hits all the way in the boundary

and did, bat two double centuries in a If the batsman misses a strike and lets single match on a single day (smack in the ball knock down the wicket behind 400 runs in a game) and 3.000 runs a

season was an old story to him. When a sequence of six balls has been bowled to one batsman that constitutes an "over," the fielders shift positions and the other batsman is up. Maybe the same bowler will serve in him or maybe he'll go into the outfield and some fielder will take a turn at bowling. There are likely to be as many as eight bowlers on a team, all

playing the outlield when not bowling. "Bowling a maiden over," means, no matter what you think, bowling a runless sequence of six balls.

We won't go into the origins of the names of fielding positions. Suffice to say they're called first slip, second slip, point, coverpoint, midoff, midon, longon. square leg, and such.

Umpires never make decisions except on appeal. Should a batsman helpfully pick up the ball and return it to the bowler and a member of the team afield were to appeal to the umpire on the technicality that rules forbid s batsman touching the ball with his hands, the batsman would be out. But such a picayune appeal wouldn't be cricket, sir.
In the match we saw, one gentleman,

who has varicose veins, asked for a pinchrunner. That didn't mean he bad in leave the game. He just had a teammate stand beside him and do his running for him.

The gentlemen generally seemed just a wee bit disdainful of the talents of our professional ballplayers. Nevertheless in seemed to us a cove like Jimmy Foxx or Joe Medwick could, with a little practice. whip the socks off the ordinary cricketer. But then Arthur Brisbane's gorilla

"The Red Smith Reader,

# Bowling Over South African Color Code

WELLINGTON - Making an international cricket debut is hard epoogh, but for colored, or mixed race, person. the South African Omar Henry, deep emotion accompanied the usual nervousness the World Cup.

Henry, 40, became the first nonwhite cricketer to play for an official South African team when he played in the game here Monday. "Obviously there was a lot of emotion attached to this match, being the first one to play, as well as the usual butterflies," Henry

said after the game. South Africa lost the match, but Henry, a wily left-arm spinner, bowled an economical 10-over spell to return figures of one for 31.
"It was the hardest battle I've ever had," he

said. "It's the longest 10 overs I've ever bowled, I was counting the balls but I never seemed to get finished." Until last year, when South Africa began

the process of dismantling apartheid, Henry would have been officially designated as a

Henry unofficially represented his country against tebel cricket teams who ignored the when he took in the field against Sri Lanka in international boycott imposed on South Afri-

> He played two test matches and a one-day international against an Australian team in the late 1980s.

The isolation of South African sports began two decades ago, just as Henry, at the age of 18, began impressing selectors with his spin bowling and his agressive batting.

The isolation came after Pretoria had rejected England's selection of Basil D'Oliveira, a colored South African, for a tour of South Africa in 1968-69. The tour was later

cancelled. "I was like a kid with no parents," said Henry, who for the past 13 summers has

Henry will return to Scotland in May for a final season.

"Then, hopefully, I'm going to go back in South Africa and stay there permanently," he said, "I've only given myself one more year of playing top-level cricket."

He said that among blacks in South Africa there's an immense lot of talent, but they lack the finer points of the game."

In the World Cup match, Sri Lanka revealed general South African weaknesses in the tactics of one-day cricket.

"We've seen bere what isolation did to us," Henry said, "Now you can imagine what it's done to the so-called nonwhites. The gap is enormous but talent is abundant."

'I don't care if there are 100 whites and 10 blacks," be said. "I want to see a system where everyone gets a chance to play the game at grass-roots level."



Against Sri Lanka, Omar Henry, 40, debuted as the first nonwhite cricketer to play for an official South African team.

### SIDELINES

### Besse Wins Men's Makeup Downhill

PANORAMA, British Columbia (Reuters) — William Besse of Switzerland raced from the first starting position to win his first World Cup downhill victory on Friday.

Besse, who was left off the Swiss Olympic team, was timed in two minutes 05.33 seconds, just one hundredth of a second faster than Gunther Mader of Austria, the Olympic bronze medalist, and Daniel Mahrer, a Swiss teammate, who tied for second in 2:05.34. The race was a makeup race for a World Cup downhill canceled because of bad weather last weekend in Morioka, Japan.

The American A.J. Kitt was fourth in 2:05.52, while Christophe Fivel of France was fifth in 2:05.61. Patrick Ortlieb of Austria, the Olympic downhill champion, was sixth in 2:05.62, Franz Heinzer of Switzerland, the overall World Cup downhill leader, was eighth in 2:05.80, but will have a chance to clinch the title on Saturday when the scheduled World

## **Defiant Drops Out Against America**3

SAN DIEGO (AP) — An intramural match between Bill Koch's two boats became an easy victory for America's when Defiant withdrew during the third-round race in the America's Cup defender trials.

Defiant, skippered for the first time by Dave Dellenbaugh, withdrew on the third of the eight-leg Pacific Ocean course after its mainsail began to come down, an America3 Foundation official said.

to come down, an America3 Foundation official said.

Meanwhile, the challenger fleet prepared in begin the third round of their series Saturday as the international jury that oversees the America's Cup competition ruled that New Zealand's bowsprit was illegal. New Zealand will seek a clarification of the ruling, which applies to the Cup final in May, because a separate jury overseeing the challengers has ruled that the bowsprit was legal, said Peter Blake, the syndicate's campaign manager.

### For the Record

Red Star Belgrade, the European soccer club champion, which is barred from playing in Yugoslavia because of political unrest, will play its next "home" match in the European Champions' Cup semifinal series against Panathinaikos of Greece on March 18 — in Sofia. (Reuters) Digger Phelps, the former Notre Dame basketball coach, will join the office of the U.S. drug-control policy director, Bob Martinez, sources said Thursday. They said Phelps will be the drug office's liaison with the Bush administration's "weed and seed" initiative, a Justice Department program designed to rehabilitate impoverished communities hit hard by

Paul Westhead, former Loyola Marymount basketball coach, has been dropped from all legal action stemming from the death of Hank Gathers, who died after collapsing during a game in 1990. Westhead, who had earlier been dropped from a wrongful death snit filed on behalf of Gathers's 8-year-old son, was dismissed Thursday from a similar suit brought by Gathers's mother, brothers and aunt.

## **SCOREBOARD**

A VICE TO A VICE AND A STATE OF THE STATE OF **NBA Standings EASTERN CONFERENCE** W L Pci 37 23 417 33 26 559 28 31 475 27 32 459 20 40 333 14 44 233 18 Division
19 12 800 —
38 20 .655 Fy2
35 25 .563 13/2
29 29 .500 18/2
28 22 .448 21/2
27 34 .443 22
22 36 .379 23/2 **Major College Scores** MIDWEST WESTERN CONFERENCE

TNURSDAY'S RESULTS

LA. Clippers 24 22 24 11— 92

New York 7 28 22 24—181

Norper 7-18 8-6 23, Manning F-17-2-3 15; Ewing 12-197-1231, Jockson 4-6-9-18, Rebounds—
Los Anceles 42 [Normen, Vouent SI, New York 25 (Ewing 11), Assists—Los Angeles 17 [Grent 8], New York 31 [Jockson 161.

Dollos 23 21 38 37—189 Wesbinghen 29 25 25 46—119

Horser 18-17 8-11 30, Blockmon 8-17-2-2 21; Horner 18-17 8-11 30, Blockman 6-17 2-2 21; Ecokles 10-18 2-4 23, Elitson 8-125-621, Adoms 7-15 4-7 20, Rebeseds—Dotlos 48 IT.Davil., Wil-liams 91, Washinston 42 IEHison 18), Assists— Dollos 22 (Horner 51, Washinston 22, Adoms 51, Chicage 30 22 33 37—115 Missessrits 30 22 33 37—115 Missessrits 30 22 38 29 19—100 Jordan 14-26-6-5 33, Plopen 9-213-4 217, Rich-cratson 10-16 0-0 25, Balley 9-14 0-0 18, Re-beseds—Chicago 53 I Perdue 111, Minnesato 4 (Longley 91, Assists—Chicago 33 (Pispen 54, Mierresato 21 I Richardson 8), Miami 22 15 26 27—93

Show 8-144-420. Edwards 6-(24-617; Moorwell 9-140-025, Thorpe 10-125-525, Otoluwon 8-144-72; K.Smith 9-15-22.0. Reboupds—Milanti 39 I Long 8), Hauston 43 10 followon 18), Assists—Moort 22 (Coles 4), Houston 31 IK.Smith 91, Seattle 28 29 23 25—165 Phoenix 25 28 37 28—110 Phoenix 8-17-3 19 Colory Pierce 9-(7 4-5 23, Borres 8-18 2-3 19: Chorn Prince F-(7-4-) 21, Borros 5-18-2-19; Com-bers 10-10-10-22, Augierte 9-19-7-8-25, K.John-son 5-10-10-15-24. Rebounds—Southle 58 (Kemp 191, Procents 51 I Chambers 181, Assista—Sout-tle 21 (Payton 121, Phoenix 28 IK.Johnson 21, Caveland 22 36 25 37—108 Goldon State 27 34 25 31—116 Cleveland 22 28 25 31-108
Goldon Store
Dougnery 8-10 4-5 29, Namoo 7-11 4-6 20; Marchillonis 13-20 3-4 29, Hardawoy 7-12 3-4 19, Rebounds—Cleveland 56 | Daugsterty | 12], Goldon Store 51 | Owens 12(, Assists—Cleveland 2

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Arizona 108, Colifornia 77
Arizona St. 74, Stanford 71
Boise St. 72, Et Washington 59
Colorodo St. 72, Air Force 54
Montona 103, Nevada 84
Montona 103, Nevada 84
Montona St. 107, N. Arizona 53
New Mexico St. 43, Col 51, Fulferton 64
Pocific U. 71, Long Beoch St. 61
Southern Col 75, Washington 63
UC Sonta Borbora 92, Son Jose St. 64
UCLA 89, Washington 51, 85
TOURNAMENTS

**TOURNAMENTS** TOURNAMENTS
BIG SOUTH CONFERENCE
Pirst Rawad
Compbell 69, Davidson 60
Charleston Southern 38, Coastal Carolina 5
Liberty 85, N.C.-Asheville 54
Rodford 80, Winthrop 54
MID-EASTERN ATH. CONFERENCE
Descriptions Quarterfinals
Florido A&M 78, Delaware St. 73
Howard U. SE Bethune-Cookman 54
Martson St. 75, N. Carolino A&T 70

S. Carolina St. 98, Coopin St. 97 S. Carolina St. M. Copole St. 91
NORTHEAST CONFERENCE
Quarterfinals
Long Island U. 77, Fall risign Dickinson 40
Marist 75, Manmouth, N.J. 60
Robert Morris DJ. 39. Francts, Pa. 66
61. Francis, NY 74, Wagner 73
SUN EELT CONFERENCE
First Raund
Ark-Little Rock 45, Texas-Pan American 53
Jocksponylie 105. Lanner 78

Jecksonville 105. Lezner 78 New Driegns 66. Cent. Floride 47

rris Division
W L T Pts GF GA
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THURSDAY'S RBSULTS
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Chicago
Turgeon (36), King (35), Volek (7), Lochanet
111; Narrchment (5), Lormer (24), Roenick (49)
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2. Shors on each: New York (on Belfour( 8-6-2-2), Chicago (on Fitzpatrick) 13-13-12-4-42.
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Gilmour (21), Pearson (12); Nieuwendyk (18), Suter (12), Fleury (25), Ranheim (18),
Sern (13), Shabs en each: Teranto ion Vernand (11-17-4-33), Cateory Ion Warnsley, Fuhr) 8-

**Exhibition Games** THURSDAY'S RESULTS

Atlanto TD, Los Angeles 8 Konsos City 5, Central Florida 8 Chicago White Sox 6, Pittsburgh 1

DASE BALL
American League
BALTIMORE—Signed Jose Masa, Alon
Aliss Anthony Telstord, Jim Poole and Jim
Lewis, pitchers; Chito Martinez, outfielder;
Juon Bell, Infletder, and Deade Fernander; contileider.
CNICAGO—Agreed to terms with Wayne Edwards, pincher, and Esteban Bettre, short-

stop, an 1-year contracts.

KANSAS CITY—Signed Kevin Apple
pitcher, and Jeff Canine, first baseman, to MILWAUKEE—Dick Hockett, assistant to

MILWAUKEE—Dick Hockett, assistant to president, bleaving day-to-day duties but will be retained as consultant.

MINNESOTA—Agreed to lerms with Scott Letus, third baseman; Paul Serrente, first baseman; and Tom Edens and Pat Mahames, plichers, on 1-vear contracts.

M.Y. YANKEES—Acquired Francisco de to Rosa, pitcher, trom Bottlimore as one of players to be named later in Alan Mills trade. Renewed contracts of Kevin Maas, destanded nitter-first baseman; Chartle Hayes, third baseman; Bernie Williams, outfielder; John Ramas, acticher; and Jett Johnson and Wade

Ramas, catcher; and Jeff Johnson and Wade Toylor, pitchers.

QAKLAND—Extended contract of Tony La Russa, manager, hurough 1974 season. Released Eric Show, whicher. Slaned Jon Stusarski and Kirk Dressendorfer, pitchers; and Lance Bionkenship and Alike Bordicki, infleiders, to 1-year contracts. Renewed contracts of Scott Brasius, laffetder, and Daug Jannings. Infleider-outfielder.

TEXAS—Aarred to terms with Jeff Huson and Rob Mourer, infleiders, and Jack Dougherty and Juan Gonzalez, sufficielers, on 1-year Contracts. Named Martin B. Conway Vice president of marketing.

TORONTO—Agreed to terms with Juan Guzman, pitcher, on one-year contract.

National League Ramas, catcher; and Jeff Johnson and Wad

National League
ATLANTA—Agreed to terms with Dovid
Justice, outfleider: Mark Lemke and Francisco Cobrero, infielders; Brion Hunter, first cisco Cobrero, Infletders; Brion Hunter, first baseman; Kent Mercker, pitcher; and Grey Orsan, catcher, on 1-veor contracts. Renewed contract of Delon Sanders, outfletder. CNICAGO—Stoned Frank Castillio. Lonce Dickson, Milte Harkey, Bob Sconlan and Turk Wendelt, pitchers; Hostor Villanueva, catch-er; Pedro Casteltono. Elvin Poulino, Ray San-chez, Dous Strange and Jose Viscolno, infletdCINCINNAT!—Agreed to terms with Holl Morris, first basemon, on 1-year contract. Re-naved contract of Joe Oilver, catcher. Victor Garcks, pitcher, left the team to solve immi-gration problem. HOUSTON—Agreed to terms with Ryan Bow-en, Milke Copel, Chris Gordner, Darry Kille,

Curt Schilling and Brian Williams, pitchers; Scott Servols, Eddle Toubenses, and Tony Eu-sebio, catchers; Jeff Bogwell, Andular Cedeno, sebio, catchers; Jeff Bogwell, Andular Codeno, Gary Cooper and Andy Malo, Infielders, and Lub Gonzalez and Karl Rhodes, outlielders, L.A. DODGERS—Signed Ramon Martinez, pitcher, to 1-year contract. PHILADELPHIA—Agreed to terms with Jose DeJesus and Jason Grimsley, pitchers, ST. LOUIS—Agreed to terms with Geroni-cate and beginning and Conjunction.

mo Pena, second baseman, and Craip Wilson, Infielder, on 1-year contracts. Renewed con-tracts of Brian Jordan, outfielder, and Mark

tracts of Brian Jordan, outfletder, and Mark Clark, attcher, SAN DIEGO.—Signed Rich Radriguez and Jose Malendez, ofichers; Gulllerma Velas-quez, Rrst basemon, and Roy Helbert, short-stop, Renewed contracts of Andy Benes, etich-er, and Jim Voricher, autiliation. SAN FRANCISCO.—Agreed to terms with Tapace Wilson and Days Masters, ptichers, and

Trevor Wilson and Dave Masters, pitchers, on 1-year contracts. Signed John Burkett and Francisco Dilverus, ofichers; Royce Clayton. BASKETBALL

National Basketball Association GOLDEN STATE—Signed Billy Thompson, lorward, to 10-day contract.

terward, to 10-day contract.

All WAUKEE—Signed Dave Popson, forward, to 10-day contract, Wolved Jerome Lone, forward.

PHILADELPHIA—Activated Jett Ruland, center, from Injured list. Put Dave Hoppen, center, on injured list. Wolved rights to Derek Strong, forward.

POTEALL

Medianeth Sonthall Legage

POOTBALL
National Football League
BUFFALO—Bigned Jeffery Stephenson,
sefensive end-imetacker.
CHICAGO—Signed Richard Fain, deten-

CLEVELAND—Named Lionel Vital area NOUSTON—Signed Manny Hazard, wide

receiver.
INDIANAPOLIS—Signed Ron Soil, guerd.
MIANA—Signed Tim Downing, defensive end.
MINNESOTA—Signed Lorenzo Freemon,
defensive lockle; Jock Det Rio, il implocker;
and Skip McClendon, defensive end. Named

Skip McClendon, defensive end. Named Steve Wetzel strength coach.

N.Y. GIANTS—Named Rusty Hawley senior director of morketing, N.Y. JETS—Signed Corwin Anthony, light

ers; and Dous Dascenzo, Ced Landrum and
Derrick, May, outfielders.
C(NCINNATI—Agreed to terms with Ho)

Description of the control of the con and Kenny Jones, defensive back. TAMPA BAY—Signed Reggle Regers, defensive end, and Marcus Hopkins, defensive back.

HOCKEY

Notional Hockey League

BOSTDN—Signed Gord Hynes, delmor. Agreed to lerms with Joe Juneou ter, an 2-year contract.
CALGARY—Doug Risebrough, ceach, re-signed. Sent Martin Simord-forward, to Sail signed, Sent Marrin Simord, forward, to Salt Lake City, International Hockey League. CHICAGO—Sent Dean McAmmond and Jeff Jackson, forwards, to Indianapaths, IHL, OETROIT—Sent Johan Garoentov, for-ward, and Bobby Dollas, defensemen, to Adi-rondock, American Hockey League, Recalled Deals Volu destrategy, and Chity Tacelli.

Dennix Viol, deixasemon, and Chrix Tancili center, from Adirondock. LA KINGS-Assigned Dave Trefowicz de LA KINGS—Assigned Dave Tretowicz de-tenseman, to Phoenia. IHL Recalled Darryl Glimour, goaltender: and Jim Thomson. right wing, from Phoenia. Signed Dave Tretowicz, detenseman, to 3-vera contract and assigned him to Phoenia. AINNESOTA—Recalled Brad Berry, for-ward, from Kolamazoo, INL Bought Stevy. Martinson, forward, from San Olego, INL As-stance! Jon Cassey, apalienter. to Kalemanor.

for four games. Recalled Larry Dvck. goal-tender, from Kalomazoo. Assigned Enric: Ciccone. defensemen, to Kolamazoo, NEW JERSEY---Recalled Alexander Semai

NEW JERSEY—Recalled Alexander Semoit and Journal Shalde, centers, and Myles O'Conord, defenseman, from Uffan, AHL. Asslange Jason Milker and Bill Guerin, tenwords, to Utfan, ALY, ISLANDERS—Sisned Marry McInnis, enter, to 4-year contract. Recalled Donny La-renz, goaltender, from Coolfol District, AHL. PITTSBURGH—Activated Shawn McEa-chern, forward, of U.S. Olympic Team. QUEBEC—Semt Dan Lambert, defense-man, la Halifan, AHL. SAN JOSE—Recalled Mike Colman, de-SAN JOSE-Recalled Mike Colmon, de-fenseman, from Konsos City, International

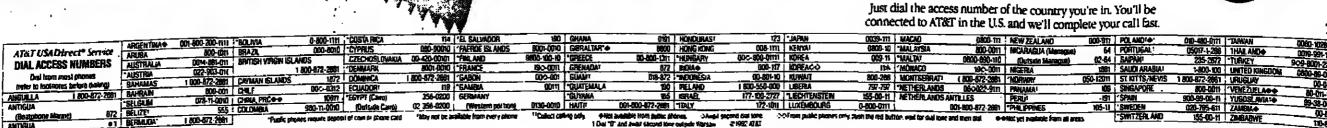
Hockey League.
ST. LOUIS—Assigned Michel Mar nter, 1a Peorla, INL. Signed Curt Giles, d fersernan.
WASHINGTON—Traded Mark Ferner, defersernan, to Toronto tar 12th round pick in
1992 entry draft. Signed Jason Woolley, defersernan. Traded Mike Lalor, defensernan,
to Winnipeg for Poul MacDermid, right wing.
COLLEGE
NICAA—Supported New Orleans hystochel.

NCAA—Suspended New Orleans basketbal center Sydney Rice for one game for porticipal Ing in non-sunctioned city leasue game in 1989, SUN BELT CONFERENCE—Reprimend-Loyd and put nim on probation for rest of season for unscontamelike conduct, public criticism of officials and operaching officials after Feb. 27 some. Sald New Orleans forfalted its Feb. 27 victory over Louisiana Tech because it used an intrigibito player. CENTRAL—Alike Dunbar, facibal cocch.



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## DAVE BARRY

# Asking for a Date

M IAMI—As a mature adult, I thought about having a date with feel an obligation to help the me, the answer is no. younger generation, just as the mother fish guards her unhatched eggs, keeping her lonely vigil day after day, oever leaving her post, not even to go to the bathroom, until her tiny babies emerge and she is able, at last, to eat them.

Today I want to talk about dating. This subject was raised in a letter to me from a young persoo named Eric Knott, who writes:

"I have got a big problem. There's this girl in my English class who is really good-looking. However, I don't think she knows I exist. I want to ask her out, but I'm afraid she will say no, and I will be the freak of the week. What should I do?"

Eric. you have sent your question to the right mature adult, because I once spent a lot of time thinking about this very problem. Starting in about eighth grade, my time was divided as follows:

Academic Pursuits: 2 percent. Trying to Figure Out How to Ask Girls Out: 82 percent.

The most sensible way to ask a girl out is to walk directly up to her on foot and say. "So, you want to go out? Or what?" I never did this. I knew that there was always the possibility that the girl would say no. thereby leaving me with no viable option but to leave Harold C. Crittenden Junior High School forever and go into the woods and become a bark-eating hermit whose only companions would be the gentle and

understanding woodland creatures.
"Hey, ZITFACE!" the woodland creatures would shriek in cute little Chip 'n' Dale voices while raining acoms on my head. "You wanna DATE? HAHAHAHAHA."

So the first rule of dating is: Never risk direct contact with the girl in question. Your role model should be lently beneath the ocean surface, tracking an enemy target that does not even begin to suspect that the submarine would like to date it. I spent the vast majority of 1960 keeping a girl named Judy under surveillance, maintaining a minimum distance of 50 lockers to avoid the danger that I might somehow get into a conversation with her, which could have led to disaster:

Judy: Just in case you have ever

Woodland Creatures: HA-HAHA-HAHA.

The only problem with the nuclear-submarine technique is that it's difficult to get a date with a girl who has never, technically, been asked. This is why you need Phil Grant. Phil was a friend of mine who had the ability to talk to girls. So, after several thousand hours of intense discussion and planning with me, named Nancy, who approached a girl named Sandy, who was a direct personal friend of Judy's and who passed the word back to Phil via Nancy that Judy would be willing to

Thus it was that, finally, Judy and I went on an actual date, to see a movie in White Plains, New York: If I were to sum up the romantic ambience of this date in four words, those words would be: "My mother was driving." This made for an extremely quiet drive. because my mother, realizing that her presence was hideously embarrassing, had to pretend she wasn't there. Judy and I, sitting in the back seat about 75 feet apart, were also silent, unable to communicate without the assistance of Phil, Nan-

go on a date with me.

After what seemed like several years, we got to the movie theater. where my mother went off to sit in the Parents and Lopers Section. The movie was called "North to Alaska," but I can tell you nothing else about it because I spent the whole time wondering whether it would be necessary to amputate my right arm, which was not getting any blood flow as a result of being perched for two hours like a petrified snake on the back of Judy's seat exactly one molecule away from physical contact.

So it was definitely a fun first date, featuring all the relaxed spontaneity of a real-estate closing, and in later years I did regain some feeling in my arm. My point, Eric Knott, is that the key to successful dating is self-confidence. I bet that good-looking girl in your English class would LOVE to go out with you. But YOU have to make the first move. So just do it! Pick up that phone! Call Phil Grant.

Knight-Ridder Newspapers

# Mad, Bad People in a Very Weird Place

By William Booth

AVERNIER, Florida — The water out here is as clear as a glass of vodka, and about three fingers deep, and satirist-crime novelist Carl Hisasen is behind the wheel of Fioal Edition, his 17-foot Hewes Redfisher skiff, which is hlasting across the ominously shallow, coral-studded flats at approximately 7,000 miles per hour, quickly approaching liftoff velocity.

And even oow, above the well-oiled whine of the Johnsoo 115-horsepower'outboard, Hiaasen is ranting against the land-raping greed-heads and Chamber of Commerce shills who are destroying his beloved South Florida with planned-retirement communities, aquatic theme parks and all manner of hideous and ill-advised development. We fly past a six-story condominium that looms in the distance, a giant white cereal box rising up from what was once mangrove and seagrape. "Carpetbaggers!" Hisasen screams into the wind, which fills his cheeks and momentarily turns his handsome Norwegian visage into the face of an enraged chipmunk. "Sleazeballs!"

By day, Carl Hiaasen is a popular columnist at the Miami Herald, who has suggested (more than once) that there is nothing wrong with South Florida that a good burricane couldn't fix. By night, he is the 38-year-old author of four gonzo crime novels set in South Florida. The books are dark, vicious and funny, and his latest, "Native Tongue," may be his best yet.

As his reputation grows, Hiaasen is being compared to the modern masters of the crime novel, such as Elmore Leonard, Robert B. Parker and John D. MacDonald. It is not a wildly hyperbolic leap; Hiaasen is good.

But what makes him different is his theme, which is the environment, and his style, which adheres less to toughguy pulp and more to the satire of Mark Twain in his later, meaner years, and Ambrose Bierce, another journalist who went around the bend.

"A rowdy, rollicking cartoon strip," wrote Linda Wolfe of "Native Tongue" in The New York Times Book Review. "His book resembles a crime novel. It has a plot that rips, zips, burtles, keeping us turning pages at breakfinger pace. . . . But 'Native Tongue' ridicules all these familiar conventions, exaggerating them, enlarging them, making them seem unutterably silly." In an age when the environmental movement has been

largely taken over by sanctimonious lawyers from Yale. Hisasen remains a raging bitter and deeply disturbed amateur. His loathing of tourists, developers and the Chamber of Commerce is awesome in its purity. "They've taken everything that was perfect about Flori-da and destroyed it. They've straightened the rivers, bull-

dozed the beaches, drained the Everglades. That to me is immoral," Hisasen says. "I have no problem saying that most developers have the moral footing of drug dealers. It is the exact same thing."
"Native Tongue" details the rise and abrupt fall of Francis X. Kingsbury, a Mafia smitch who comes south to Florida under the FBI's witness protection program and

opens the Amazing Kingdom of Thrills on Key Largo. The Kingdom of Thrills is a kind of cheesy Disney World, where the elves smoke dope and the water slides are covered with an algal stime. It is Kingsbury's dream to bulldoze all of Key Largo and cover it with golfing greens and condominiums.
Until things go wrong.
Bad things happen to bad people in Carl Hiaasen's world. Deeply satisfying had things. Bad people are fed to



The Florida author Carl Hiassen, here on his skiff, mixes crime and environmental wrongdoing.

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crocodiles; they are lathered in coconut tanning oil and strangled with tourist curios, thrown into tree shredders, shot by monkeys, run through with stuffed marlins, lipo-suctioned to death and raped by dolphins. The bad people are flacks, egomaniacal TV personalities, developers, plastic surgeons, lawyers, hit men, crooked cops, politicians, tourists and retirees. And poodles, Really, really bad things happen to poodles with painted toes.

Today there are no crocodiles around Rodriguez Key, one of bundreds of uninhabited mangrove islands that make up the Florida Keys, and where Hiaasen's skiff has come to rest. Today there are barracuda, which are wily, spooky, curious torpedo-shaped visitors to the grassy flats. ess to say, Hiaasen is trying to catch one.

As be casts his lure in front of their snouts, he talks about his books, his love for a Florida that used to be, and his borror and fascination with Miami, the great despoiler. Miami is a place where the extreme becomes acceptable because Miami is full of extreme people. "The sleazeballs come for the same reason everyone else comes. The sun. The pretty hlue water," Hisasen says, "I mean, if you were 'a car thief in Detroit, why wouldn't you move to Miami and be a car thief here, at least during the winter?" Humidity. Moral vertigo. Hustlers. Voodoo. Drugs. Terrorism. South Florida, from Palm Beach in the north to Key West in the south, is lush habitat for a novelist

interested in the bizarre and the criminal. "Why is Miami so weird?" He pauses. "It's the business boosterism of the Sunbelt colliding into the Caribbean and South America, Central America, the Cubans. It was founded by hustlers. There is a pervasive and all-encompassing greed that affects everyone here," he says. "Drugs? The drug trade was simply the natural result of

the greed. Before it was real estate. Then it was drugs. It's easier. You didn't need a Realtor's license to sell drugs. Here, the absurd, the bizarre, the incredible, are quickly surpassed by fact."

Fact. The disciples of a self-proclaimed Son of God are currently on trial for beheading opponents. A Miami city commissioner and his staff are the recipients of tiny coffins filled with human hair and voodoolike dolls with

"Is Miami really the way I portray it? That's what people always ask me. I tell them it's worse. If that bothers

them, well, maybe they won't move down here." Hisasen says. "Hey, it's nothing personal. Just leave."
"I take a kernel of reality, which in South Florida is already bordering on the insane, and just crank it up a notch." Hiaasen says. "I don't put anything into my books that couldn't actually happen."
Hiaasen is a snoh. He'll admit it. As Floridians go, his

roots run deep. His grandfather came to Florida from Norway via North Dakota in 1932. In Florida, saying your family came here in 1932 is like saying your people arrived

They were both lawyers, Hiaasen's father and grandfather. Hisasen today lives in Plantation, a suburb west of Fort Lauderdale, in a house a few doors down from the place where he grew up.

As a child, he could ride his hicycle to the edge of the

Everglades, to hunt snakes and fish. He was married at 17 and had a son, Scott, at 18. The son wants to be a reporter "Unfortunately, my childhood coincided with the boom

years, and all the places I went as a kid are oow malls and condos." Hisasen says. "There is really nothing left."

## PEOPLE

Quiet Michael Jackson Collects Another Award

There were 30 photographers, 16 television cameras and crews, dozens of reporters and flacks and children selling 52 Michael Jackson chocolate bars, all crammed into a tiny room at the Sheraton Washington Hotel night to see the per-music icon receive a Lifetime Achievement Award from the National Association of Black Owned Broadcasters. Jesse Jackson walked in without a single flashbulb going off. "Explain to me what's going on," he teased "Is someone running for president?"
Finally Michael Jackson as period and shattered his Washington speech record by uttering 19 words. The Washington Post reported NABOB, the trade association of black-owned radio and television stations, also honored Jheryl Bus-by, president of Motown, Robert nson, president of Black Entertainment Television and Dorothy Height president of the National Council of Negro Women.

High-society in Boca Raton Florida is buzzing about the \$22million spat between the newspaper and the countess. Sharon Geltner, a reporter for the Boca Raton News, did a profile of Countess Henrietts de Hoernle, a wealthy 79-year-old patron of local charities and nonprofit groups. As the editor. Wayne Ezell, recounted in a column, it was "the story of a woman who married a wealthy tool and the make. . . . paid a shyste. \$20,000 for a title and then very publicly held herself out to be of nobility." The countess was not pleased and said she had cut a dozen Boca Raton charities out of her store them unless the News apologized. The paper held firm, despite some complaints and canceled subscriptions. The countess relented . this week and put the charties back in her will, citing the "love and appreciation" of Boca Raton resi-

It was a case of musical chairs in New York. Ginseppe Sinopoli was to have conducted the New York Philharmonic this week, but instead, Andre Previn stepped in for Sinopoli so Sinopoli could step in for the ailing Carlos Kleiber on the Vienna Philharmonic's 150th anniversary tour.

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